

Billboard

The International
Music-Record-Tape
Newsweekly

CARTRIDGE TV PAGE 14

HOT 100 PAGE 52

TOP LP'S PAGES 54, 56

First World Meet of Mgrs Set for IMIC

By CLAUDE HALL

NEW YORK—The first international meeting of personal managers will be held at the third annual International Music Industry Conference June 6-12 in Montreux, Switzerland. Gerard W. Purcell, president of the Conference of Personal Managers East, said he is calling upon managers worldwide to meet, as a sidelight to IMIC, to establish a European Conference of Personal Managers. He pointed out that the Conference of Personal Managers East & West had made considerable progress in the U.S. "But groups are becoming international groups today . . . it's no longer just a factor of British or U.S. groups. You have groups coming out of Holland, Spain,

and other parts of the world."

If personal managers can form some sort of strong liaison, "then when an artist is sent to Europe on a tour, we'll have a member of the European CPM handle all their affairs."

The personal manager is taking on a consistently greater role in the industry, said Purcell, who heads GWP Records and manages several leading artists. He pointed to the bond between such artists and managers as Elvis Presley and Col. Tom Parker, Gordon Mills and Engelbert Humperdinck, the Beatles and the late Brian Epstein, the Rascals and Sid Bernstein.

Record companies are realizing
(Continued on page 58)

UA Music Into Records With 'Indie' Label

By MIKE GROSS

NEW YORK — The music publishing wing of United Artists Pictures, the United Artists Music Group, is going into the record business. It has mapped out a disk operation which will not be in competition with its sister company, United Artists Records, but which will be part of a self-contained music publishing enterprise that wants to move quickly in the acquisition of masters and/or new songs to be released on its own label.

The new label, which is expected to be called New Morn-
(Continued on page 58)

Creedence, Jackson Co-Chart Champs

By FRED KIRBY

NEW YORK — Creedence Clearwater Revival of Fantasy Records were the top artists on Billboard's Top LP's Chart last year, while Motown Records' Jackson 5 scored first in the 12-month Hot 100 survey. The success of several Motown acts on the Hot 100 enabled Norman Whitfield to again walk off with top producer honors, while Motown's Jobete Music was the survey's leading publisher. The first 10 publishers all are BMI.

Six Creedence Clearwater Revival albums accounted for 2.29 percent of the chart action, edging Apple Records' Beatles with seven pressings for 2 percent. Among the leading 20 album artists, Columbia Records' Johnny Cash, in fourth spot, had the most albums, 11, accounting for 1.72 percent of chart action, trailing Dunhill Records' Three Dog Night with five sets for 1.82 percent.

Rounding out the first 10 Top LP's artists, with number of chart titles in parentheses, were Capitol Records' Grank Funk Railroad (four), 1.52 percent; Columbia's Chicago (two), 1.46; Atlantic's Led Zeppelin (three),

1.41; the Fifth Dimension on Soul City Records, Bell, their current label (four), 1.38; Parrot Records' Tom Jones (seven), 1.37; and Atco's Crosby, Stills, Nash & Young (two), 1.34.

Jackson 5

The Jackson 5's four hit singles accounted for 2.23 percent of the Hot 100 chart action for last year, topping Neil Diamond with eight titles on Bang Records and Uni Records, his current label, registering 1.89 percent. Completing the first five were RCA Records' Guess Who with four titles and 1.51 percent and Three Dog Night, five singles for 1.37 percent, just edging A&M Records' Carpenters, whose three big 45's had 1.35 percent of the overall chart pie and RCA's Elvis Presley with six disks and 1.34.

Other Hot 100 artists in the first 20, with number of singles in parentheses, were Creedence Clearwater Revival (four), 1.27 percent; Scepter Records' B.J. Thomas (four), 1.25; Metromedia Records' Bobby Sherman (four), 1.21; Fifth Dimension (eight), 1.177; King Records' *(Continued on page 58)*

3M Develops High-Energy Tape

By RADCLIFFE JOE

ST. PAUL, Minn.—The Magnetic Products Division of the 3M Co. has developed a high-energy magnetic media tape regarded by experts as a major industry breakthrough.

Key features of the new product researched at the company's new multimillion-dollar laboratory here are its low signal-to-noise ratio and ability to retain on one quarter inch tape information normally carried on half-inch normal.

The new product, when released to industry markets later this year, will go a long way toward cutting current tape costs, and contributing to the miniaturization of tape playback equipment.

The tape, laboratory samples of which were previewed at last year's NAB show, will be available for both audio and video use, and its applicability will extend from broadcast to computer use.

The 3M officials are still tight-lipped about complete details surrounding the new development, but have scotched industry rumors that the innovation is part of a joint venture with the Philips Co., of Holland. "The entire research and devel-

opment process of this venture has been done solely by 3M," said one company spokesman.

Meanwhile, Daniel E. Benham, general manager of the 3M Magnetic Products Division, has hailed facilities at the company's new plant as a major factor in 3M's technological progress.

The 500,000-sq.-ft. building houses climatically controlled research areas and room-size stainless steel environmental chambers in which products can be subjected to a wide variety of extreme temperatures and humidity conditions.

One of the testing areas is a paneled sound room where the latest consumer high fidelity

equipment is used to evaluate audible range tapes of cassette, cartridge and reel-to-reel formats.

There is also an on-site technical library and conference room complex.

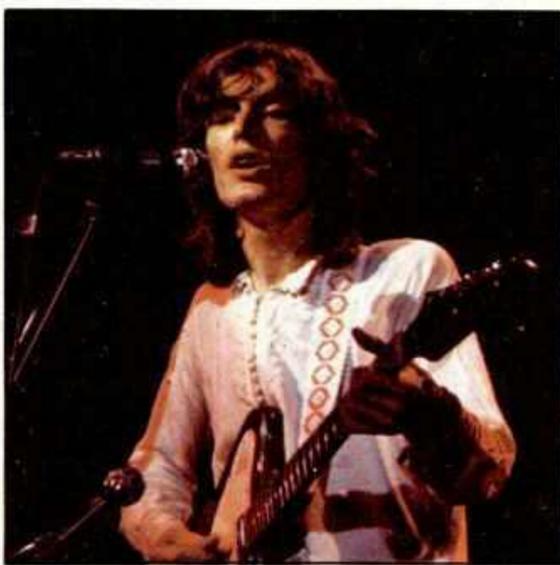
New Micro Film Package Is Set

By RITCHIE YORKE

TORONTO—Berandol Music, Canada's leading publisher of concert works by Canadian composers, has developed a process, microfiche, a microphotographic method of reproducing sheet music which the company believes will "revolutionize the classical music industry."

Berandol's vice president, Ralph Cruickshank, said that the company had just released an album, "Threnody," by R. Murray Schaffer, on the Melbourne label. The package contains a free microfiche (4 x 6-inch film card), which contains all of the music on the LP.

When reproduced in a microfiche reader/projector, the music on this album can be viewed by an entire school classroom or a large orchestra.
(Continued on page 47)



Traffic's Stevie Winwood shown at Fillmore East November 18th, where the brand-new United Artists Records' LP, "Live Traffic" was recorded. "Live Traffic" is the first live album from the UA supergroup and marks the Traffic debut of Rick Grech, who joins Winwood, Chris Wood, and Jim Capaldi. (Advertisement)

Specialty Jobber New Distrib Trend

By EARL PAIGE

CHICAGO—The radical changes taking place in distribution are reflected by the emergence of the specialty wholesaler, according to Marshall Frenkel, Pan American Records here. Frenkel, now distributing the Latin lines of several major labels, thinks distributors specializing in classical music will be formed, too.

Frenkel points to the recent formation of Ray Avery's Rare Record Distributors, which offers product from 13 collector's labels (Billboard, Dec. 26, 1970).

"This is all part of a trend whereby labels are discovering that a specialist is required for certain product areas. We're seeing this happen with our Latin lines and I predict it will happen in classical music."

Frenkel, whose father, Harry, founded the firm here years ago, has recently become distributor in nine Midwestern states for the Caytronics line,
(Continued on page 58)

CMC Opens Tape Centers

ATLANTA—Missouri-based Custom Music Corp. (CMC) already operating 19 Midwest retail tape outlets, will open six CMC centers here, with one acting as a Southeastern warehouse.

The six-year-old privately owned firm consists of 30 different corporations involved in artist management, recording
(Continued on page 4)

In-Depth Store Hot as Rock Falls

NEW YORK — One of the major reasons for the comeback of the full-line record store, according to Tom Seaman of the Record Hunter chain, "Is that the big heyday of rock product is over. Don't get me wrong, rock is still selling records, but how many groups sell for you today? There are no super groups. George Harrison, Elton John and James Taylor sell strong, but rock sales are not like they were a year ago."

Seaman, secretary - treasurer

of the four-store chain and chief of purchasing and merchandising, said that sales for 1970 were up about 10 percent, "so, as far as we're concerned, full-line record stores were never passe. The future of the record business is in full-line stores . . . we're banking on it."

To illustrate the faith of the chain in full-line stores, Record Hunter III was opened shortly before the Christmas holidays at 1026 Third Avenue and "sales are 40 percent over what I had

expected," Seaman said.

President of the Record Hunter chain, which includes a branch in Westport, Conn., and three stores in New York, is Kate Seaman. Jerome Maggid is general manager. The new store features 1,800 square feet of space with a large storage basement. About 10-15 percent of the business in the new operation so far is from cassettes and 8-track cartridges. "Surprisingly, cassette sales of prerecorded
(Continued on page 58)

ELVIS'

New Single

RCA
47-9960

VICTOR

I REALLY DON'T WANT TO KNOW



SEE **ELVIS** IN THE
MGM PERSONAL APPEARANCE FILM
"THAT'S THE WAY IT IS" NOW PLAYING

RCA
47-9960

VICTOR

THERE GOES MY EVERYTHING



ELVIS COUNTRY

"I Really Don't Want to Know" 47-9960
and "There Goes My Everything"

RCA Records
and Tapes

Copyrighted material

Talmadge & Ricklin Companies Merge

LOS ANGELES—Sid Talmadge and Sam Ricklin, two of this city's veteran distributors, have merged their companies. A holding company, as yet unnamed, is being formed to operate the firms, commencing Monday (4).

Involved in the 50-50 ownership are Talmadge's Record Merchandising, Tape Merchandising and Record Rack Service,

a subsidiary of Record Merchandising and Ricklin's California Music One-Stop and Pep Distributors.

Ricklin's 50 percent ownership of the 10 location Discount Record Center stores also are transferred into the holding company.

Talmadge, a distributor here for 22 years, and Ricklin, a one-stop operator for 25 years, will work on projects jointly and continue to independently operate their own firms.

They are looking for a location in the Pico Blvd. area to house several of their companies. The holding company will seek to acquire other racks and retail stores, Talmadge said. "We both feel the future of the business is in retail because the racks cannot do as much for the manufacturers with catalog as do retail stores. We see this by the growth of the Discount Record Center stores."

The merger makes the Talmadge-Ricklin operation the most powerful in this city, where there are the following major distributorships: Warner Bros., London Records of California, MCA Distributing, California Record Distributors, Hitsville, ABC Record and Tape Sales, Music West.

Record Merchandising handles lines such as RCA, A&M, Dot, Paramount, Enterprise, Stax, Ode, Elektra, Amos, Mediaris, Musicor, Metromedia, Bang, Steed, Janus, Pep handles Vanguard, GNP, Douglas, Ranwood, Pip, Project 3, Ovation, CTI, Audio Fidelity, Chart, Hickory, Republic, Mercury, Smash, Philips, Fontana.

Pathe Pub in Monument Pact

LOS ANGELES—Pathe Publications of the Far East will represent Monument's Combine Music and its sister firms in Hong Kong, Singapore and Malaysia.

Monument's English publishing firm, Combine Music, Ltd. will handle the liaison with Pathe Publications in Hong Kong. Chinese language adaptation of hit Monument acts will be recorded and marketed via Pathe.

Publishing firms covered by the new affiliation include Combine, Music City, Vintage and Songs of the World.

Hemisphere Label Formed; Disk Out

MADISON, Wis. — Hemisphere Corp. has formed Hemisphere Records with its first releases a single, "Keep on Truckin'" and "Jazz on the Rag," and an album "Keep on Truckin'" recorded by Tongue, a Wisconsin-based group. The quartet is playing Midwest college and club dates.

Feliciano Forms Pub Co.

LOS ANGELES — Feliciano Enterprises, a firm run by Jose Feliciano and his wife, Hilda, has formed Johi and J&H Music. The firm is also monitoring sales of the performer's records.

The company is located in Orange, in nearby Orange County, with Don Mangano as president, financial overseer. The first two copyrights being administered are "Rain" and "Life Is That Way," both composed by Feliciano.

Feliciano's associates have begun checking the availability of his RCA records in local stores as an aid to the manufacturer.

Feliciano is now playing bass, and working out with drums to

Colgems Writers In B'way Debut

NEW YORK—Colgems Music writers Joe Kookoolis and Scott Fagan will make their Broadway musical debut with the score for "Soon." The musical is scheduled to open at the Ritz Theater Tuesday (12).

The original story for "Soon," a rock musical, was written by Kookoolis, Fagan and Robert Greenwald.

expand his own musical horizon.

He played the Cuatro, a 10-string instrument from Puerto Rico, on several cuts in his new Christmas LP. A small studio in his house is used for rehearsing the new instruments.

The musician is now thinking about getting into production through Feliciano Enterprises. He produced several LP's for RCA in Argentina plus one each in Venezuela and Mexico before "Light My Fire" exploded domestically. Three of these Spanish LP's have been released in the U.S.

21 Tunes Added to BMI's Million Performance List

NEW YORK—BMI has added 21 songs to its list of one million feature broadcast performers, which brings the list to 59 as of Dec. 31, 1969. These songs are now eligible for double performance payments.

The songs are "Besame Mucho," (Peer International Corp.); "Born Free," (Screen Gems-Columbia Music, Inc.); "Can't Take My Eyes Off of You," (Seasons Four Music Corp., Saturday Music, Inc.); "Danke Schoen," (Roosevelt Music Co.); "By the Time I Get to Phoenix," (Rivers Music Co.); "Cabaret," (Sunbeam Music Corp.); "Gentle on My Mind," (Glaser Publications

Top Promo, Ad Budget Yr. at ABC-Dunhill

NEW YORK — Jay Lasker, president of ABC-Dunhill Records, disclosed that 1970 was a record year for promotion and advertising budgets at the company in terms of dollars spent on artists and product. The company's projected 1971 advertising budget will be 30 percent higher than the 1970 figure. It was stated that a majority of artists on the label received advertising and promotion campaigns in excess of six figures for publicity in all media.

Lasker said that the company's 1971 spots call for greater advertising on television on both the national and local levels with emphasis in advertising.

(Continued on page 58)

Atl in Banner Year —Sales Up 30 Percent

NEW YORK — With a 30 percent increase in sales, Atlantic Records in 1970 enjoyed their best year, announced Ahmet Ertegun, Atlantic president. Ertegun stated that all three of the firm's labels, Atlantic, Cotillion, and Atco were "far ahead" of the previous year.

Ertegun cited the successful introduction of two new independent labels, Herbie Mann's Embryo Records and the Bill Graham - David Rubinson San Francisco line as helping to make 1970 noteworthy for the company along with the increased success of Led Zepelin, the release of the Woodstock album, the release of the original cast of the Obie award winning musical, "The Me Nobody Knows," the introduction of a new gospel series and the opening of the first Warner Bros. - Atlantic - Elektra distribution branch in Cleveland.

Atlantic artists were awarded 11 RIAA certified gold records, four for albums and seven for singles.

Ertegun also praised contributions from independent producers. He pointed out that a number of times throughout

Inc.); "Call Me," (Duchess Music Corp.); "Goin' Out of My Head," (Vogue Music); "Maria Elena," (Peer International Corp.); "Strangers in the Night," (Roosevelt Music Co., Champion Music Corp.); "Michelle," (MacLenn Music, Inc.); "Sunny," (MRC Music, Inc.); "Mrs. Robinson," (Charing Cross Music, Inc.); "Up, Up and Away," (Rivers Music Co.); "Only You," (Hollis Music, Inc.); "Wonderland by Night," (Roosevelt Music Co., Inc.); "Release Me," (Four Star Music Co., Inc.); "Yesterday," (MacLenn Music, Inc.); "Spanish Eyes," (Roosevelt Music Co., Inc.); "You Belong

(Continued on page 4)

FBI Nabs 2 in Phila As Counterfeiters

NEW YORK—The FBI has mounted its attack against the traffic in counterfeit records and tapes with the arrest of two men in Philadelphia. The arrests in Philadelphia followed arrests and

seizures by Federal authorities in New York, Miami and Winter Gardens, Fla. All came as the result of information supplied by the Recording Industry Association of America. Other investigations are being pursued in other areas throughout the country.

Those arrested in Philadelphia were identified as Leroy Jack Kurtz of Wilkes-Barre, Pa., and Milton Edelhait of Philadelphia. They were charged on warrants issued by the U.S. District Court in Newark, N.J., with violations of Sections 2318, 1342 and 1343 of Title 18 of the U.S. Code. Section 2318 relates to the interstate traffic in records or tapes bearing forged or counterfeit labels. Section 1342 deals with the use of postal facilities for fraud or distribution of counterfeit matter, and Section 1343 covers fraud through the use of wire, radio or television transmission.

Both men were released on bond pending a hearing in the U.S. District Court of New Jersey.

Kurtz was identified as a principal of Kurtz Associates, Wilkes-Barre, whose warehouse had been raided earlier by the FBI, which seized large quantities of suspected counterfeit tapes and cassettes.

Convictions under the charges could result in fines and/or imprisonment for up to five years.

'Day in Life' Pub

NEW YORK—Damilia Music, Inc., has acquired the publishing rights to the score for "A Day in the Life of Just About Everyone," by Earl Wilson Jr. The musical, which will be produced by Robert Shelley, is slated for a mid-January opening at the Bijou Theater. Damilia Music is headed by Bernie Lawrence.

Colossus Deal With UMC Films

NEW YORK — Jerry Ross, president of Colossus Records, has negotiated a deal with UMC Pictures, a division of Universal Marion Corp., and has recorded a single of two motion picture theme songs featuring the Jerry Ross Symposium. The singles are "First Love," title song from UMC's film of the same name starring Maximilian Schell, and "Hope for the Best," from the production "Twelve Chairs." Colossus is rushing both singles to radio stations and distributors across the country.

1970 the three labels had more singles on the best selling charts than any other company, scoring as high as 15 best sellers in a single week. More than half the firm's LP releases were best sellers — "a record unequalled by any other firm," and Atlantic had as many as 20 LP's on the best selling charts every week.

Following the signing of a Nesuhi Ertegun-negotiated deal for Ampex to take over the manufacture of Atlantic's 8-track tapes, Atlantic's tape sales boomed and now account for more than 30 percent of the firm's overall album business, revealed Ertegun.

Harvard Study Method Set As NARM Parley Seminar

PHILADELPHIA, Pa. — A session utilizing the Harvard case study method of analyzing a business operation, will be featured as part of the business program of the 13th Annual NARM Convention, scheduled for Sunday, Feb. 27, at the Century Plaza Hotel, Los Angeles.

The session which will begin at 10 a.m., and run for 2½ hours, will simulate Dr. Ralph Sorenson's classroom at Harvard. A panel of 30 industry members including executives from management, marketing and finance, will constitute Dr. Sorenson's "class." They will represent a wide spectrum of industry leadership talent, and will be drawn from both the regular and associate membership of the association. Dr. Sorenson will personally conduct the session.

To avoid personal reflections, the case study to be used at the session will not be that of a company in the record business, but, according to Jules Malamud, executive director of NARM, will be a nationally

known organization and business strategy.

Cy Leslie, chairman of the Board of Pickwick International, who attended the Advanced Management Program at the Harvard Graduate School of Business Administration last summer, will make the opening remarks at the session.

BMI TO HONOR R&B WRITERS

MEMPHIS—The writers and publishers of the most performed rhythm and blues songs in the BMI catalog for the period from July 1, 1969-June 30, 1970, will be honored here at a BMI-sponsored dinner March 19, 1971. The award recipients will be announced for the first time. A special award honoring the single most performed rhythm and blues song during that period will be presented by Edard M. Cramer, BMI president, who will also officiate at the ceremonies.

For More Late News
See Page 58

Kinney Sets W-7 Arts Stockholder Swaps

WASHINGTON—In a highly complicated registration offer, Kinney National Services has applied to the Securities and Exchange Commission for permission to enable holders of stock in the old Warner-7 Arts company, acquired by Kinney in July, 1969, to convert to shares in the parent company.

The elaborate offering, involving dozens of agreements SEC staffers point out, would involve registration of 615,834 shares of common stock issuable upon conversion of 6¾ percent

convertible subordinated debentures due 1990, of Kinney International Finance N.V., a wholly owned subsidiary; and 339,835 shares of Kinney common stock; 47,041 shares of \$4.25 series B convertible preferred stock; 284,535 shares of 5 cent Series C convertible preferred stock and 259,597 shares of \$1.25 Series D convertible preferred stock.

The securities involved were issued or are to be issued (1) pursuant to agreements entered into in connection with the acquisition in July 1969 by Kinney of substantially all the assets of Warner Bros.-Seven Arts Ltd. (2) upon conversion of 6 percent convertible subordinated debentures, due 1976, originally issued by W-7A and assumed by Kinney; (3) in connection with certain acquisition agreements and private sales during the past several years and/or (4) upon conversions of certain obligations of Kinney assumed in connection with the acquisition of W-7A.

The holders or recipients of these shares may offer them for sale from time to time at prices current at the time of sale (\$28.25 per common and \$44 to \$102.75 per preferred share maximum), the report states.

Kinney National is a diversified service enterprise engaged in activities in motion picture and TV production, publishing, licensing of products and personalities, etc. In addition to indebtedness and preferred stock, it has outstanding 10,854,029 common shares, of which management officials and family members as a group own 10 percent.

ITA Offers Raw Magnetic Tape Standards

NEW YORK — Suggestions for base materials, length, width, thickness, strength, frequency, distortion and signal-to-noise ratio of raw magnetic tape, were among key points raised at a recent meeting of the new Raw Tape Committee of the International Tape Association, held here.

The suggestions were part of an extensive list approved by the committee in an effort to establish minimum standards in the raw tape industry.

The meeting, which was chaired by Arthur Anderson of Wabash Tape Corp., also agreed to secure the services of an independent testing laboratory to evaluate raw tape product on a regular basis.

The move is designed to assure the level of standards recommended by the committee, so that the ITA Seal of Approval could be issued to members of the organization who maintain those standards.

The meeting was attended by representatives from TDK Electronics, Agfa-Gevaert, Inc., BASF Systems, the Memorex Corp., Forbes Electronics, and Magnetic Media Corp.

AGAC Voting Under Way on New Council

NEW YORK — Ballots have gone out to the general membership of the American Guild of Authors and Composers for the election of a new council. As a result of a referendum approved by total membership, the council of 21 members will include 14 members residing on the East Coast and seven members residing on the West Coast.

At present, there are only three West Coast members represented on the council: Gene de Paul, Vic Mizzy and Johnny Mercer.

Under the new structure, one council member from the West Coast will attend the monthly council meeting in New York and will be empowered to vote by proxy on behalf of the West Coast council members.

The new slate includes prominent members of both ASCAP and BMI.

The West Coast nominees were selected by a nominating committee headed by Arthur Hamilton. The East Coast nominees were chosen by a nominating committee headed by Joan Whitney.

BMI Adds 21 Tunes

• *Continued from page 3*
to Me," (Studio Music Co., Ridgeway Music, Inc.).

These and 38 other BMI songs qualify for double BMI performance payments. They have logged in excess of one million performances in the U.S. and Canada.

For Big 3, '70 Was Vintage

NEW YORK—The Big 3 (Robbins-Feist-Miller) in 1970 racked up one of its best years.

The firm scored with Elvis Presley's "You Don't Have to Say You Love Me," which made the Top 10; "Neanderthal Man" by Hot Lips, which made the Top 15; "King of Rock 'n' Roll" by the Crows, which hit the Top 35; Mike Curb's "Burning Bridges," a Top 80 disk, and "Sweet Gingerbread Man" by

the Mike Curb Congregation," which was also a chart item. Other clicks for the firm were "All for the Love of Sunshine" by Hank Williams Jr., and "Echo Park" by Barbara Keith.

The Big 3 built its roster during the year with the signing of writer-artists such as Fearless Fradkin, Barbara Keith, Jasper Wrath, Jeff Thomas, Randy Edelman, Buzz Clifford, and Johnny Cymbal.

In addition, Dick Wolfe has entered into a publishing agreement with the Big 3 and has written new theme songs for the American Basketball Association television show and the new syndicated Willis Reed show.

Studio Track

By CLAUDE HALL

Joan Baez, Vanguard Records artist, really digs the country music scene; she's back in Nashville recording another album, and Kris Kristofferson, a songwriter who has come on very strong in the past year or so, will be producing the sessions at Quadrafonic Sound Studios; Gene Eichelberger is engineering the sessions. Arthur Alexander was in the studio Dec. 22, recording under the direction of Bob Beckham. . . . Mark Five Recording Studios in Greenville, S.C., has been busy with a Del Wood session for Chart Records. Also, the Gospel Three was in working on an album for Heart Warming Records. Bob Edwards of Mark Five said that construction has begun on 1,000 additional square feet of office space for the facility. The studio had just been rebuilt with a new Electrodyne control board and 8-track equipment. The new building expansion will include six new offices, plus a mixing and editing room and a conference room, as well as "additional space needed to enlarge the custom record and 8-track cartridge division. The studio has formed The Township Group to handle nationwide distribution of its five record labels and handle also the music publishing wings of Huffman and Pleasant Ridge Music. Otis Forrest is now production manager for Mark Five. Dave Reddick is director of engineering. Woodland Sound Studios in Nashville unveiled their newly re-

modeled Studio A at a Christmas Party, including a new console built by Suburban Sound Inc., the research arm of A&R Studios in New York. Woodland president Glenn Sneddy and chief technician Jim Pugh supervised the construction. On hand for the party was Don Frey, vice president of A&R in New York, and SSI president Neil Muncy. Supposedly, the new console allows an album to be cut in about two-thirds normal time; it's built especially for the coming quad world. . . . Lou Rawls, Peggy Lee, and Wayne Newton are among the artists who'll be at Fame Recording Studios, Muscle Shoals, Ala., in January.

Music Mountain Studios in Lebanon Junction, Ky., has been busy, according to Bill Masden. Product includes a single by Lindsey Caulk, the all-girl band of Just Us, and Guy Shelburne; their records are slated for release in January. . . . Tom McFaul has been named vice president of Sata Fortas Attractions the record production wing of David Lucas Associates, and Bill Robertson has been named engineer at Warehouse Record Studios, another Lucas project. Sata Fortas is now finishing up a second Charlie Brown LP for Polydor Records, produced by David Lucas. . . . That IRTS commercials workshop is finally going to be a happening. It'll be held Jan. 19 at the Waldorf-Astoria Hotel, New York. Contact Bob Boulware, 212-532-4546, IRTS, for further details.

Custom Music to Open 6 Tape Centers in Atlanta

• *Continued from page 1*

studios, tape duplicating, hardware marketing — and some areas CMC is not revealing.

CMC's artist management subsidiary has 12 acts, one of which will perform during the grand opening of the third tape center here next month. A month later, a new 16-track recording studio will open in CMC's suburban St. Louis complex.

The recording studio will be involved in radio jingles and TV commercials, but the company won't comment at all on whether it is moving into cartridge TV.

Norman Barken, assistant to president Byrle Northup, said CMC's disk label will be launched simultaneously with the opening of the studio. Barken has been openly critical of tape cartridge firms that make grandiose statements about their future.

Asked if CMC's advance an-

nouncement of the six centers here violated his own philosophy, he said: "We have the leases on the property signed—two stores are already operating."

He said Atlanta's metropolitan population of over 1.5 million can easily support six tape outlets.

Rhodes New Studio Home

LOS ANGELES — Emmitt Rhodes, singer-instrumentalist who does his own recording on his dates, is expanding his recording facilities in his home in Hawthorne.

Rhodes has broken through into his parents' garage to install a Scully 8-track console with a remote control capability so he can sit at the piano and handle the recording simultaneously.

Jay Lasker, ABC/Dunhill's president, advanced Rhodes \$10,000 (against royalties) for the equipment.

For his first Dunhill LP, Rhodes recorded all the songs in a shed behind the garage using an Ampex 4-track recorder and three mikes he purchased for \$5,000. The 10-foot x 20-foot room was soundproofed with egg cartons, wallboard and plaster board.

GM Record Label Debut by Marasco

DETROIT—GM Records has been launched here by Guido Marasco, head of GM Recording Studios. Fred Saxon is vice president in charge of a&r and production. He had been with Arc-Jay-Kay Distributing Co.



SIR EDWARD LEWIS, center, chairman of the Decca Record Co. of England, and D.H. Toller-Bond, second from left, London Records, huddle with London's three new vice presidents. They are, left to right, John Stricker, vice president, finance; Herb Goldfarb, vice president, sales and distribution; and Walt Maguire, vice president, pop a&r.

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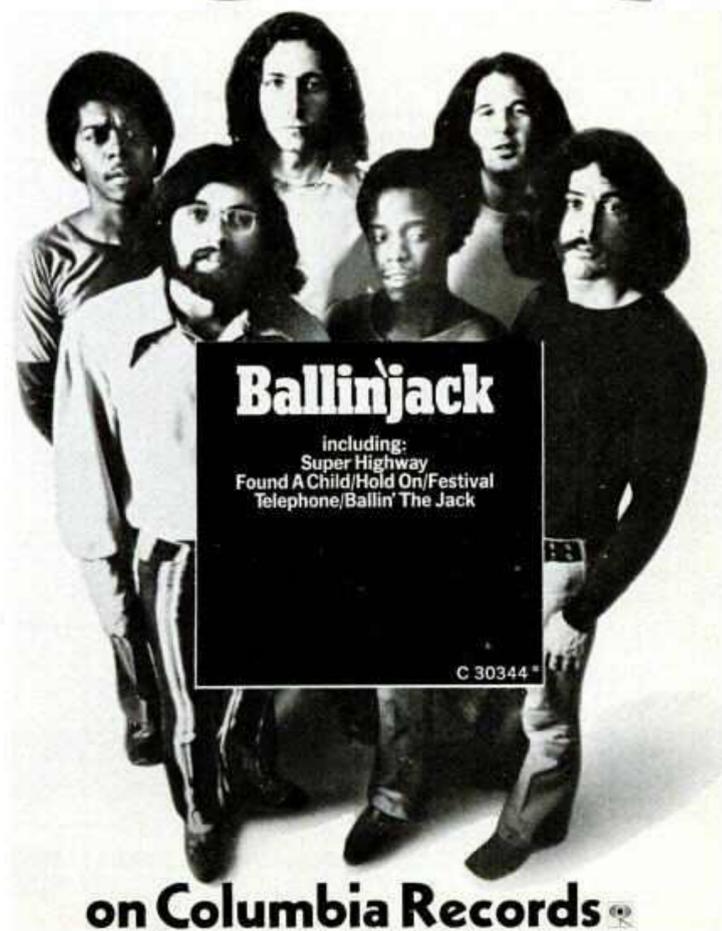
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**Out of the
ten possible
singles in
"Ballin' Jack,"
one has emerged.**

"Super Highway."

(4-45312)



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Vol. 83 No. 2



HENRY ALLEN, center, Atlantic vice president, and Rick Willard, right, Atlantic's sales manager, make a \$100,000 deposit for the Atlantic Records Co. in Harlem's Freedom National Bank in order that the bank could lend funds to black businessmen. Bank president William Hudgins accepts the deposit.

Executive Turntable

Hal Rothberg has been appointed creative services director of Akai America. Stan Harris, formerly sales director of American Tape Duplicators, has been named to the same position with Akai. . . . Dan Fine has been appointed eastern regional sales manager of Audio Magnetics. He will base in New York. . . . Stephen Solot has been named national sales manager of Sanyo Electric's automotive sound division. . . . Morey Alexander, executive vice-president of Kent, has left.

Susan E. Meyer named editor of American Artist, part of Billboard Publications, Inc., replacing Sterling McIlhany, who resigned for personal reasons.

Joseph P. DiSabato appointed to the newly created post of product manager, contemporary music, MCA Records. He was formerly music director for the ABC owned FM radio chain and a former member of the editorial staff of Billboard.

Larry Finn, national sales promotion and merchandising manager of GRT Music Tapes, has left. . . . Michael Donohew, director of Capitol's audio visual department, has left.

UA Music Renews Pact With Big 3 on U.S., Canadian Rights

NEW YORK — The United Artists Music Group has renewed its agreement with the Big 3 for exclusive print rights for the U.S. and Canada. Terms of the agreement encompass 23 companies in the United Artists Music Group complex, including Bobby Goldsboro's Detail Music, Inc., Tom Paxton's Deep Fork Music, Inc., and Carolyn Leigh's Carwin Music, Inc. The Big 3 is preparing a

number of new folios on forthcoming scores from Broadway, off-Broadway and films recently acquired by United Artists Music Group. Additionally, the Big 3 has set an all-out campaign, which will be instituted on a new folio of Tom Paxton's songs featuring his ecology song, "Whose Garden Was This."

During the past three years
(Continued on page 58)

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3 Japanese Hardware Mfrs Agree on VTR Standards

TOKYO — Three Japanese hardware manufacturers have become the first companies to agree on technical standardization for VTR equipment, leaving American and European companies still in incompatible states.

The three are Matsushita, Sony and Victor. Hitachi and Mitsubishi Electric are developing EVR players for the CBS system. Toshiba is developing a unit based on the Ampex video tape recording system. Two other firms, Sanyo and Shibaden, have not indicated which system they will align themselves with.

Colossus Sends Query to Stations

NEW YORK—Colossus Records has sent out questionnaires to over 600 secondary market radio stations to update its marketing and merchandising. The questionnaires are accompanied by letters giving the radio stations a choice of Colossus' recent five-LP release.

Tom Kennedy, the record company's marketing director, said that response to the letters has been excellent. Colossus is attempting to keep up with the changing format of stations in secondary markets by sending such material to all radio stations, maintaining a direct contact with the personnel at the stations.

Sony in a separate move has been holding discussions with Philips for a standard magnetic videotape system. Sony reports its units will be available in 1971 for between \$550 to \$700.

The standardized specifications which the three firms have agreed upon are a 60-minute playing time using 3/4-inch-wide magnetic tape held within a case whose dimensions are 8.7 inches by 5.5 inches by 1.2 inches.

The American market will be represented by the following videotape systems: Ampex, Avco, Panasonic, Philips of Holland, Sony, Toshiba, Victor of Japan. Systems using a film base are CBS, Sylvania, Vidicord and Norde Mende. RCA's Selecta-Vision uses laser beams on a vinyl film base. Teldec-AEG-Telefunken's system encompasses a long play disk as the carrier of the audio and visual impulses for translation onto a TV screen.

Scripps Howard to Acquire KVOO-TV

CINCINNATI—Scripps Howard Broadcasting, with headquarters here, has received FCC's okay to purchase KVOO-TV, Tulsa, Okla., according to M.C. Watters, executive vice president.

The call letters of KVOO-TV, an NBC affiliate, will be changed to KTEW-TV when the transfer of ownership is made in 30 days, Watters said.



CHESS RECORDS' new executive team gets together to discuss strategy for the new year. Left to right, are, Worthy Patterson, sales director; Chuck Fly, national promotion manager; Arnie Orleans, vice president of marketing; Esmond Edwards, vice president of A&R; and Len Levy, head of the GRT Records group which includes Chess, Checker, Cadet and Cadet Concept Records.

New Educational Film Firm

HONOLULU — Hawaiian Video Industries has been formed here to produce educational films for the home cartridge market as well as films for theatrical and commercial TV showing.

The company's studio center encompasses sound stages, cut-

ting and editing rooms, color video tape equipment and two mobile location vans.

The board of directors of the privately financed company includes James MacArthur, Jock Mahoney, Beau Vanden Ecker and Len Weissman. It is the city's first all-encompassing visual company.

Market Quotations

As of Closing, Tuesday, December 29, 1970

NAME	1970		Week's Vol. in 100's	Week's		Week's Close	Net Change
	High	Low		High	Low		
Admiral	147/8	6 1/2	251	8 1/8	7 1/8	8	+ 3/4
ABC	39 1/4	19 5/8	1129	26	24 7/8	25 5/8	+ 3/4
Amer. Auto Vending	11	5 1/8	42	6 1/2	5 5/8	6 3/8	+ 5/8
Ampex	48 1/2	12 1/2	647	19	17 3/8	18 7/8	+ 1 3/4
Automatic Radio	27 1/2	5 1/4	153	9 3/8	7 7/8	9 1/8	+ 1 3/8
ARA	120	74 1/8	108	120 3/4	118	119 1/2	+ 1 3/4
Avnet	133 1/8	6 1/8	750	8 1/2	7 7/8	8 1/2	+ 3/4
Capitol Ind.	53 5/8	12	246	18 1/2	17 1/8	18	+ 1 1/8
Certron	18 1/4	4 3/4	172	6 1/8	5 3/4	6 1/8	+ 1/4
CBS	49 7/8	23 3/8	836	30 1/2	29 1/8	30 1/2	+ 1 1/4
Columbia Pictures	31 1/2	8 5/8	582	12 1/8	10 3/8	12 1/8	+ 3/4
Craig Corp.	15 1/2	4 3/8	126	6 1/4	5 1/2	5 7/8	+ 1/4
Creative Management	14 1/4	9 3/4	62	13	12	12 1/4	- 5/8
Disney, Walt	158	89 7/8	264	145 3/4	136 1/2	145	+ 7
EMI	7 5/8	3 3/4	358	4	3 7/8	3 7/8	- 1/8
General Electric	92 3/8	60 1/4	1058	92	89 1/4	91 7/8	+ 1/4
Gulf & Western	20 3/4	9 1/2	477	19 5/8	19	19 5/8	+ 5/8
Hammond Corp.	16 3/8	7 1/4	260	11 1/8	10 3/8	11 1/8	+ 3/4
Handleman	47 3/8	19 3/4	164	37 3/4	35 3/8	37	+ 1 7/8
Harvey Group	12 3/4	3	31	4 1/4	3 3/4	4	+ 1/8
ITT	60 1/8	30 1/2	1361	51 1/2	50 1/8	51 3/8	+ 1 1/4
Interstate United	15 3/4	4 3/4	165	9 3/4	8 1/4	9 3/4	+ 1 3/4
Kinney Services	36	20 7/8	312	29 3/8	28 3/4	29	- 3/8
Macke	19	8	67	10 5/8	10 1/8	10 5/8	+ 5/8
MCA	26	11 3/8	287	21	19 3/4	21	+ 1 3/8
MGM	29 1/8	9 3/4	151	16	15 3/8	15 7/8	+ 1/2
Metromedia	22 3/8	9 3/4	104	17 3/8	16 3/4	17 1/2	+ 5/8
3M	114 3/4	71	371	97 3/8	94 3/4	97 3/4	+ 2 1/2
Motorola	70 7/8	31	238	55	52	54 1/4	+ 2
No. Amer. Philips	54 3/8	18	185	24	22 3/8	23 7/8	+ 1 3/4
Pickwick International	54 3/4	20 1/2	42	37 3/8	35 3/4	37 3/8	+ 1 3/4
RCA	34 3/8	18 1/8	2682	27 1/8	26 1/8	26 7/8	Unch.
Servmat	31 3/4	12	195	26 3/8	24 1/2	26 3/8	+ 2 1/8
Scope	40 3/8	8	288	19 3/4	16 1/2	19 3/8	+ 3 3/8
Telex	25 7/8	9 1/8	2195	17 1/2	16 3/8	17 1/4	+ 3/4
Tenna Corp.	20 3/4	3 7/8	202	8 5/8	7 5/8	8 5/8	+ 1
Transamerica	26 3/4	11 3/8	2224	16 1/4	14 3/4	16	+ 1 1/8
Transcontinental	24 1/2	4 1/2	535	7 1/8	6 3/8	6 7/8	+ 1/2
Triangle	17 1/4	10 3/8	77	15 3/8	14 3/4	15 3/8	+ 5/8
20th Century Fox	20 1/2	6	1471	9 3/8	8	9 1/8	+ 1 1/4
Vendo	17 1/8	10	110	13 1/2	12 3/8	13 1/4	+ 3/4
Viewlex	25 3/8	5 3/4	443	8 3/4	7 1/2	8 3/4	+ 1 3/8
Wurlitzer	15	7 1/8	51	10	9 5/8	9 3/4	- 1/4
Zenith	38 1/2	22 1/4	418	37 1/4	36 1/2	37	+ 1 1/8

As of Closing, Tuesday, December 29, 1970

OVER THE COUNTER*	Week's			OVER THE COUNTER*	Week's		
	High	Low	Close		High	Low	Close
ABKO Ind.	12	10 3/4	11 1/4	Kirshner Entertain.	4 1/4	3 1/2	4
Alltapes Inc.	3 1/2	3 1/4	3 1/4	Koss Electronics	3 5/8	3 1/4	3 3/8
Amer. Prog. Bureau	6 3/4	6 1/4	6 1/2	Lin Broadcasting	6 7/8	5 7/8	6 7/8
Bally Mfg. Corp.	9 3/4	9 1/4	9 1/2	Mills Music	17 3/4	17 1/2	17 3/4
Data Packaging	6 1/2	5	6 1/2	National Tape Dist.	3 3/8	3	3 3/8
Fanfare Films	4 1/8	3 3/4	4	Perception Ventures	4	3 3/4	4
Gates Learjet	3 1/2	3 1/8	3 1/8	Qatron Corp.	3	2 3/4	2 7/8
GRT Corp.	4	3 3/8	4	Recoton	4 1/4	4	4 1/4
Goody, Sam	9 3/8	8 5/8	9 3/8	Schwartz Bros.	3 7/8	3 1/2	3 3/4
				United Record & Tape	5 1/8	4 1/4	5 1/8

*Over-the-counter prices shown are "bid" (as opposed to "asked"). Neither the bid nor the asked prices of unlisted securities represent actual transactions. Rather, they are a guide to the range within which these securities could have been sold or bought at the time of compilation.

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PERSONAL DATA

Age: 36 Date of Birth: November 25, 1934
Height: 5 feet 8 inches Weight: 140 pounds
Military Status: Exempt No. of Dependents: 4
Marital Status: Married Residence: Own Home

EXPERIENCE RECORD

MARCH 1963 - DECEMBER 1970
NATIONAL SALES PROMOTION MANAGER/MERCHANDISING MANAGER
GRT MUSIC TALES
DIVISION OF GRT CORPORATION
1386 LAWRENCE STATION ROAD
SUNNYVALE, CA 94086
Tel.: 408-734-2911

Development and implementation of sales force and distributor incentive and sales programs. Design and production of posters, display units and other sales aids. Establishment of retail and trade advertising policy—layout and approval of all advertising. Layout and production of catalogs, order sheets and sell sheets. Design of product packaging. New-product forecasting. Sales to original equipment manufacturers.

SEPTEMBER 1962 - MARCH 1969

MERCHANDISE MANAGER
E. J. KORVETTE
DIVISION OF SPARTAN INDUSTRIES
1180 AVENUE OF AMERICAS
NEW YORK, N.Y.
Tel.: 212-540-8500

Supervised purchasing, pricing, display, advertising and promotion for the phonograph record, pre-recorded tape and book departments of forty-five unit department store chain.

SEPTEMBER 1958 - SEPTEMBER 1962

MERCHANDISE MANAGER-BUYER
SUN RAY DRUG COMPANY
8000 PENROSE AVENUE
PHILADELPHIA, PA.

Supervised purchasing, pricing, advertising and promotion for the phonograph record, pre-recorded tape, book, household chemical, photography and garden departments of one-hundred and twenty unit drug store chain.

MAY 1957 - SEPTEMBER 1958
NEWS & SPORTS DIRECTOR/DISC JOCKEY
RADIO STATION WCOJ
COATESVILLE, PA.

Gathered, wrote and broadcast local news. Broadcast local record show.

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SCHOOL OF PUBLIC RELATIONS & COMMUNICATIONS
BOSTON, MASSACHUSETTS
Graduated: May 1957
Degree: Bachelor of Science in Communication Arts

YORK JUNIOR COLLEGE

YORK, PENNSYLVANIA
Graduated: May 1955
Degree: Associate of Arts

CHESTER HIGH SCHOOL

CHESTER, PENNSYLVANIA
Graduated: June 1952

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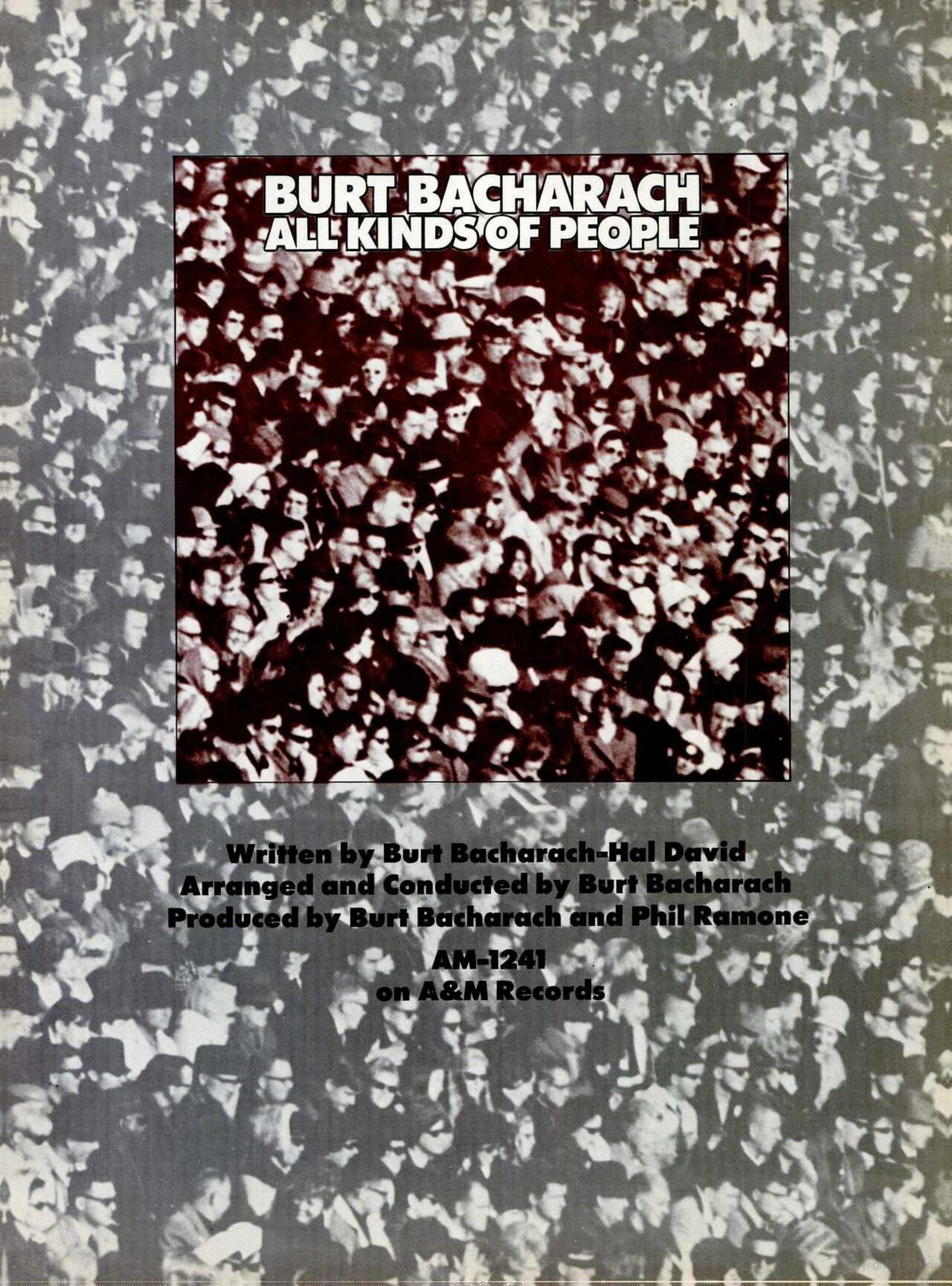
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Tel.: 714-432-3911

HERBERT HERSHFIELD
EXECUTIVE VICE PRESIDENT
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355 MIDDLEFIELD ROAD
MT. VIEW, CA
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GRT CORPORATION
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from a friend

Tom Rogan



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Tape CARtridge

Ampex Bans Returns On Prerecorded 4's

NEW YORK—Ampex Stereo Tapes (AST) in an effort to reduce its staggering 4-track prerecorded inventory, has issued a memo to its distributors across the nation, informing them that the company will no longer accept returns on prerecorded 4-track cartridge tapes.

Although the memo does not elaborate beyond this, and comments from Ampex officials on the subject were negative, it is understood that the company's 4-track inventory which is estimated to exceed 200,000 pieces, has been a thorn in the side of the giant duplicating conglomerate.

Faced with a constricting 4-track market, even in areas where 4-track product was

claimed to be a consistent seller, Ampex has decided to place an embargo on all 4-track returns, except, of course, these returns are matched with a comparable order for product of the same configuration.

Less than a year ago AST announced that there was a viable market for prerecorded 4-track product, and that it intended to go after a slice of that action. However, within recent months the company has made little or no mention of its achievements in this area.

Redundant 4-track stocks have recently featured predominantly in the demise of a number of tape duplicating companies including the giant International Tape Cartridge Co. (IPCC).

Audio Magnetics Enters Line in Consumer Field

LOS ANGELES — Audio Magnetics, primarily a private label tape manufacturer, is entering the consumer field with its own brand line of audiophile-oriented cassette and reel blank tape.

Audio's brand logo, DuraDyne, a quadrasonic high frequency cassette tape series, will be available in 30, 60, 90 and 120-minute lengths, as well as a non-abrasive spun polyester head cleaner. Each is packaged in its own 2-piece Philips-type styrene storage case.

The company's open reel tapes will be available in 5 and 7-inch sizes. The all-polyester tapes are packaged in a new Audio-file two-piece hinged styrene storage case.

Both consumer lines will be introduced in January, with promotions, merchandising campaigns, advertising and market-

ing beginning Jan. 10 at the Housewares Show in Chicago.

"The quadrasonic high frequency series is the result of Forbes Electronics' technology and research on new oxide formulations and coating techniques," according to Irving Katz, president of Audio Magnetics. (Forbes is a wholly owned subsidiary of Audio.)

The new cassette series will be manufactured in Gardena, Calif., where the company headquarters, and will be marketed on a worldwide basis.

The cassette and reel lines will be distributed through the company's factory representatives in electronics outlets, high fidelity stores, mass merchandising locations, music shops and specialty stores. The line is being readied for the world market, where Audio's name is sold in more than 70 nations.

The professional quality, low-noise cassettes have several distinct features, like:

Cassettes are sealed with five self-taping Philips head screws, enabling the cassette to be opened for editing or repair; the pressure pad is of Beryllium copper and rabbit felt; the tape oxide is impregnated with a silicone lubricant combined with DuraDyne finish; plastic windows are sonically welded, and the hubs and clips are Delrin self-lubricating plastic designed to provide permanent leader/hub interlock.

The idler roller is one-piece Delrin double-flanged, while the stainless steel pins are silicone-lubricated. The polyester liners are coated with a special graphite and silicone formulation and are curved to prevent the tape from winding unevenly and jamming.

Each dimension meets the specifications of the Philips standardization agreement.

The cassette line will be color labeled for easier identification: C-30, brown; C-60, red; C-90, green; C-120, blue, and magenta for the head cleaner. The Philips style box is brown.

The reel line will be available in 5-inch (1 and 1½ mil) polyester, 7-inch (1 and 1½ mil) polyester, 5-inch (½ mil) tensilized polyester and 7-inch (½ mil) tensilized polyester.

Col Films Forms CTV Department

NEW YORK — Columbia Pictures has become the second American film studio to open a department devoted exclusively to cartridge TV development. 20th Century-Fox holds the distinction of being the first U.S. studio to get into the new entertainment medium. Columbia's new company, Columbia Pictures Cassettes, is run by Lawrence Hilford, who switches over from executive vice president of Screen Gems International to become vice president, general manager of the new operation here.

The new division will use the talents of various departments within the entire Columbia Pictures Industries setup.

CHRYSLER MUM ON DROPPING

DETROIT — Chrysler Corp. had "no comment" to a report by N.V. Philips, Eindhoven, the Netherlands, that the auto manufacturer is not planning to renew a contract to buy cassette players and radios for new model cars.

Philips said its Canadian subsidiary is producing about 500,000 units valued at \$9.3 million for 1971 Chrysler cars, but the contract won't be renewed for new models next September. A Chrysler spokesman admitted it had discontinued buying product from Philips, "except for a few tape recorders from Philips' Canadian facility."

Motorola recently made an announcement that it will make cassette equipment for 1972 and 1973 Chrysler models.



The only thing you'll ever get from a bent horn is a sour note.

Unless you're selling the best in tape, you can expect a lot of sour notes among the sweet.

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The Watts : Solution for Pollution

**It's exactly in the pattern of their last
three singles : Express Yourself, Loveland,
and Do Your Thing. Here we go again.
R & B and pop play, only faster than ever.
Charles Wright & The Watts 103rd St. Rhythm
Band, on again ! Warner Bros. single 7251.**

Cassette Problems Laid to Software Mfrs Who Snub Technology Strides

NEW YORK — Problems plaguing the growth of the cassette industry have been attributed to software manufacturers who have failed to keep pace with the technological advancements of cassette equipment.

The accusation comes from David B. Monoson, president of Marketing World, tape consulting firm, who also charges that both cassette and open reel equipment have suffered substantially from the failure of producers of prerecorded tape to provide a level of technological quality comparable to the capability of the available hardware.

Monoson, who is regarded as one of the most informed voices in the industry, said many consumers have, in the past, purchased expensive tape equipment, only to be disappointed by the realization that available prerecorded tapes do not compare to the quality of LP disks.

He continued, "This is particularly applicable to purchasers of high-quality cassette decks. These people have come to find that the average quality of prerecorded cassettes is such that the signal-to-noise is unfavorable, the record level of the tape is poor, and the quality of the tape and cassettes themselves leave much to be desired."

He added, "These people rapidly learn that they can make a far better tape by copying a disk or recording off the air."

Monoson feels that the resultant dissatisfaction leads to inhibited prerecorded tape purchases, and a general disappointment with the overall media. He stresses however that a reversal of the trend is possible through radical improvement of quality control standards.

The tape industry consultant does not feel that the answer to the cassette's problem is in mass discount merchandising, reduced prices or high pressure promotions, but in providing the type of prerecorded material of which modern recording techniques are capable.

Observing that the Dolby noise reduction systems are both misunderstood and misused, Monoson said that although the systems are demonstrably effective and can serve to enhance the performance characteristics of any good tape deck, yet the overall quality of the product being offered to the consumer will not be improved by providing Dolbyized prerecorded tapes and representing them as being compatible with all playback equipment.

"This," he said, "penalizes the consumer by making him pay *(Continued on page 28)*

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when answering ads ... Say You Saw It in the Billboard

CTV SEEN HAVING LARGE BUYER RESEARCH EFFECT

CHICAGO—Cartridge TV will have a dramatic effect upon advertising agencies consumer research. The reason: low-cost televised sessions with consumers, according to the head of a new firm here doing just this kind of thing with audio cassette tape.

Roger Casty, president of Tapetalk, suggests the convenience and ubiquity of audio cassette playback equipment, with his firm now packaging recorded consumer discussions on 13 different subjects.

Casty said the firm is watching cartridge TV very closely. "There's no doubt it will have application for us. On a syndicated basis, it will make the pricing and acceptance of visual tapes very acceptable."

He explained that agencies have been doing what Tapetalk does for a long time—but at costs ranging up to thousands of dollars. Tapetalk's \$225 audio cassette packages are a breakthrough and he said the same will be true ultimately of low cost cartridge TV packages. But that's a ways off.

YOU BETTER THINK TWICE.

POCO PICKIN' UP THE PIECES

INCLUDING: WHAT A DAY/FIRST LOVE SHORT CHANGED GRAND JUNCTION



BN 26460

Poco's new album will ship January 15.

But before you think about orders, you ought to think about this.

Poco began where Buffalo Springfield left off. After its split, Jim Messina and Richie Furay joined with Rusty Young and George Grantham and released "Pickin' Up The Pieces," Poco's first album. And it sold 100,000 copies.

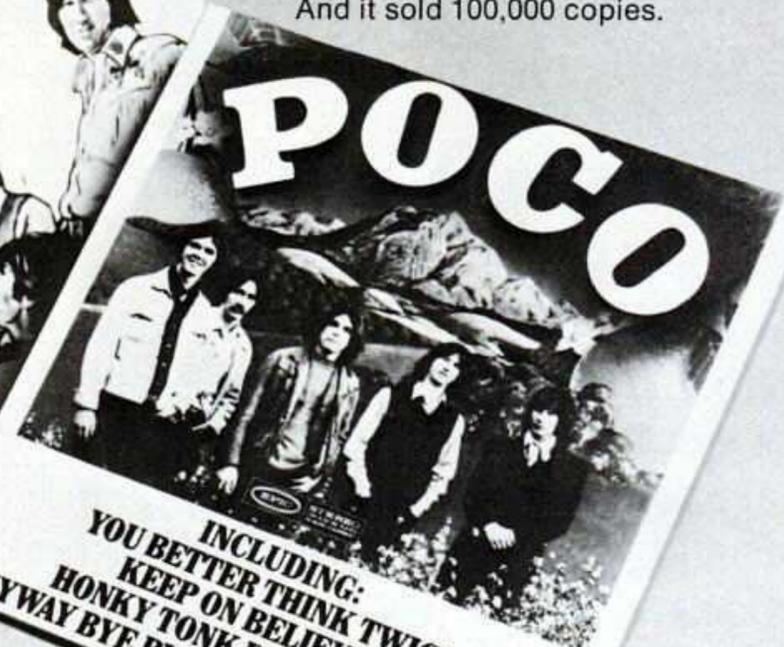
It was called "one of the most promising new sounds in contemporary music" by *Boston After Dark*. Pete Johnson said in the *L.A. Times*: "The band seems to be the natural heir to the originality, diversity, and togetherness which marked the beginnings of California's best rock groups."

Evidently, he heard something. Their second album, "Poco," doubled the sales of the first. It sold over 200,000. And Pete Fornatale of WNEW-FM said, "Poco has become the standard of excellence for great country-rock music." *Playboy* said, "There's no happier rock group around than Poco."

And by now, a lot more people know how true it all is. Be prepared.

POCO. "DELIVERIN'." KE 30209
ON EPIC RECORDS AND TAPES

INCLUDING: YOU BETTER THINK TWICE KEEP ON BELIEVIN' HONKY TONK DOWNSTAIRS ANYWAY BYE BYE/DON'T LET IT PASS BY



BN 26522





The Hit Single "Mr. Bojangles" 56197

&

The Hit Album "Uncle Charlie & His Dog Teddy" EST-7642

by

The Nitty Gritty Dirt Band
On Liberty Records & Tapes

Produced by William E. HoEuen

'Standardization and Compatibility CTV Key'

By BRUCE WEBER

LOS ANGELES—"The key to mass consumer acceptance of cartridge TV is standardization and compatibility," believes James Tiedjens, president of National Tape Distributors. "Little, if any, longrange success can be achieved without it," he said.

Tiedjens feels the future of cartridge TV is unquestionably bright, but there are some unanswered questions concerning prerecorded home entertainment.

As manufacturers shed light on their competing but incompatible systems, the National Tape executive warns of dangers that could hinder a viable market for the product: standardization.

"Manufacturers have to agree to establish a standard for the production of color cartridge TV players that would allow individual videocassettes to be used with any of the concern's systems," he said.

Returns Seen A Big Problem Facing CTV

NEW YORK—The record industry's bugaboo about returns is one of the major sales problems facing cartridge television.

Former MGM record company executive Irv Stimler, now president of a new cartridge TV programming firm, Optronics Libraries, feels that mass merchandisers will prefer to sell the software rather than rent it.

The whole paranoia over bookkeeping, maintaining inventory on a rotating basis, the hassles with late returns, are all thoughts which are turning off retailers to getting into the leasing business.

The initial sales pattern for TV cartridges will be on a sales basis, Stimler believes. And the persons buying the tapes will be able to afford the \$25 to \$40 price per title. This high cost will make home video cartridges a truly luxury item.

Record stores which have enough headaches with pilferage and returns on records and audio tape cartridges and cassettes, will probably choose to stay away from renting TV fare.

One suggestion has been made to motion picture theater owners that they get into the leasing business. Record shops and

(Continued on page 28)

"After standardization," feels Tiedjens, "the device will have to retail for about \$300 to \$400 in order to become a mass market item." He also feels that playback only equipment (from RCA and CBS) can co-exist with record/playback equipment (from Sony, Philips, Ampex, Avco, among others) in the same market.

In the programming area,
(Continued on page 29)

Actors Plan for CTV \$ Equity

NEW YORK—Actors Equity has joined the growing number of entertainment craft unions taking cognizance of the dollar potential in the future cartridge TV market.

Equity plans meeting with officials of the American Federation of TV and Radio Artists and Screen Actors Guild to develop basic negotiating points for future situations.

One situation which Equity faces is the eventual taping (or filming) of Broadway and off-

Broadway productions. The actors union, representing some 17,000 members, won a point in recently concluded bargaining with the League of Off-Broadway Theatres & Producers in that cartridge TV rights will be individually negotiated per show.

Equity's executive secretary, Angus Duncan, plans to fly to London in January to attend a conference devoted to cartridge television sponsored by the International Federation of Actors.

On the Coast, Musicians Union Local 47 and several of the TV and film engineering unions,

have also expressed concern over coverage for their cartridge TV participation.

One audio visual department executive, Van Dyke Parks of Warner Bros. Records, has expressed his own concern over the hard-nosed attitude of the International Alliance of Theatrical Stage Employees (IATSE) which requires fees for services which Parks believes are out of line for work in a new industry. Parks has called IATSE's fees "unrealistic."

Total Tape Duplicating "Building Block"

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The Telex system consists of only five basic units.

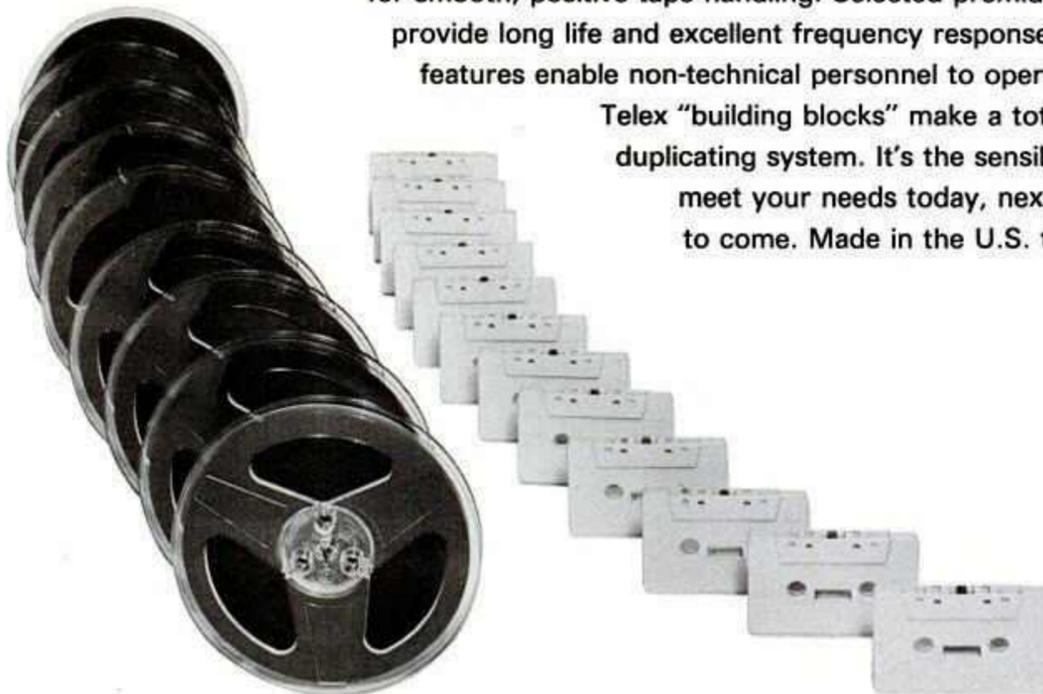
1. Solid state modular electronics containing amplifiers, meters and controls. This unit works with any combination of ten cassette or reel slaves.
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4. Cassette slave record transport. Records three cassettes simultaneously.
5. Open-reel slave record transport.

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Telex series 235-1 is heavy duty equipment with hysteresis synchronous motor tape drives, momentary push button controls and time delay circuits for smooth, positive tape handling. Selected premium grade duplicator heads provide long life and excellent frequency response. And fail safe, automatic features enable non-technical personnel to operate the system efficiently.

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Tape in Latin America Ahead of Software Sales

CHICAGO — Sales of prerecorded tapes in the Latin American market is running about 25 percent of total software sales, said Marshall Frenkel of Pan American Records.

Frenkel, whose firm handles 35 Latin labels, including the Latin lines of several major record companies, said his tape inventory is 30 percent greater today than a year ago. Pan American distributes Latin product throughout the Midwest.

In Pan American's two retail stores, Frenkel has adapted the counter-top browser racks (formerly introduced by Capitol Records) to his specifications. The racks occupy 20-feet of counter area in the 26th Street store, where warehouse space has been expanded 5,200-square-feet. His other location is on Halsted Street. Product is secured under glass in the racks.

While stereo 8 is the major *(Continued on page 42)*

Mayfair Growth Due to Treating 8-Track & Cassette Separately

By EARL PAIGE

CHICAGO — Mayfair's marketing philosophy of viewing 8-track and cassette player equipment as two distinct product areas is the reason behind the company's rapid growth.

The firm founded by Art Braver, president, had sales of \$4 million in 1967 and increased its volume to \$13 million in 1970.

"We view 8-track as a market

for playback only customers and cassette as a configuration appealing to consumers who want to record themselves," said Charles Hakimian, Mayfair marketing director.

Mayfair supplies a variety of players, including portables, in a wide range of prices. Its line ranges from three car units (\$49 to \$119), about 15 portables and home 8-track units (\$29.95 to

\$149.95), and 12 portables and home cassette players (\$24.95 to \$119.95). It also markets four low-priced open reel machines.

Like other equipment manufacturers, Mayfair is selling both

(Continued on page 28)

Tape Happenings

General Electric's silicone products department has developed Fidelisil 500, a rubber compound for pinch rollers in 8-track cartridges. . . . Ampex is distributing and duplicating product from Jay-Gee Record Co. (Jubilee Group) in the U.S. and Canada. . . . Craig has named Marshall Rubin as its sales representative in parts of metropolitan Chicago and northern Illinois. . . . Bell and Howell is marketing a blank cassette tape dispenser which features a bell attachment that rings each time a tape is pulled from the display. The dispenser holds 48 tapes. . . . Sony/Superscope is introducing a three-motor, three-head stereo tape deck, model 640, at \$369.95. . . . Robins Industries is reducing the price of its Sonoram line of blank cassettes from 24 to 30 percent in 60, 90 and 120-minute lengths.

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PRODUCTION CAPACITY

Cassette to Cassette — Based on 15 IPS operation for C-30 cassettes.				Reel to Cassette — Based on 15 IPS operation of master, 7-1/2 IPS operation of slaves for C-30 cassettes.				Reel to Reel — Based on 15 IPS operation for 1200' reels.			
Slaves	Per Hour	8 Hour Day	5 Day Week	Slaves	Per Hour	8 Hour Day	5 Day Week	Slaves	Per Hour	8 Hour Day	5 Day Week
3	84	672	3360	3	42	336	1680	1	3	24	120
6	168	1344	6720	6	84	672	3360	2	6	48	240
9	252	2016	10080	9	126	1008	5040	3	9	72	360
								4	12	96	480
								5	15	120	600
								6	18	144	720
								7	21	168	840
								8	24	192	960
								9	27	216	1080
								10	30	240	1200

Cassette Master, 7.5 - 15 IPS. Half track 2 channel. Quarter track 2 or 4 channel.

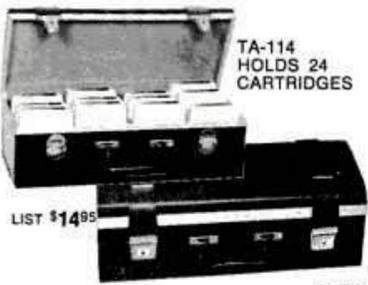
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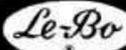
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TV Wires

Motorola has acquired filmed highlights of "Bahama 500" for conversion into CBS' EVR format. The film tells the story of the annual powerboat race held off the Bahama Islands. The 25-minute color feature is owned by Kiekhaefer Mercury of Chicago. . . . SelectaVision has opened an office in Beverly Hills at 450 N. Roxbury Dr. Tom McDermott, the RCA vice president in charge of programming, will use the facility. He has just returned from a European trip to discuss programming with firms in England, France and Germany. . . . TeleCassette of Beverly Hills has signed the following experts to work on instructional tapes: Dr. Rocco Motto for children's programming; Dr. Harold Dyrnforth for industrial projects and sales training; Paul Engler for ecological subjects and Don Allison for hotel management programs.

TOP Tape Cartridges

(Based on Best Selling LP's)

This Week	Last Week	Title, Artist, Label (B-Tr. & Cassette Nos.) (Duplicator)
1	1	ALL THINGS MUST PASS George Harrison, Apple (8XWB 639; 4XWB 639)
2	2	ABRAXAS Santana, Columbia (CA 30130; CT 30130)
3	3	STEPHEN STILLS Atlantic (Ampex M-87202; Ampex M-57202)
4	4	THE PARTRIDGE FAMILY ALBUM Bell (86050; 56050)
5	6	GREATEST HITS Sly & the Family Stone, Epic (KO 30325; ET 30325)
6	7	JESUS CHRIST, SUPERSTAR Various Artists, Decca (6-206; 73-206)
7	10	PENDULUM Creedence Clearwater Revival, Fantasy (88410; 58410)
8	5	LIVE Grand Funk Railroad, Capitol (8XWW 633; 4XWW 633)
9	12	JOHN LENNON/PLASTIC ONO BAND Apple (8XW 3372; 4XW 3372)
10	9	LED ZEPPELIN III Atlantic (TP 7201; CS 7201)
11	8	CLOSE TO YOU Carpenters, A&M (8T 4271; CS 4271)
12	13	SWEET BABY JAMES James Taylor, Warner Bros. (8WM 1843; CWX 1843)
13	15	ELTON JOHN Uni (8-73090; 2-73090)
14	11	TO BE CONTINUED Isaac Hayes, Enterprise (ENB 1014; ENC 1014)
15	14	THIRD ALBUM Jackson 5, Motown (M8-1718; M 75718)
16	18	CHICAGO Columbia (18 BO 0858; 1610 0858)
17	17	NATURALLY Three Dog Night, Dunhill (85088; 55088)
18	19	WORST OF Jefferson Airplane, RCA Victor (P85 1653; PK 1653)
19	22	WHALES & NIGHTINGALES Judy Collins, Elektra (ET 8 5010; TC 5 5010)
20	28	BLOWS AGAINST THE EMPIRE Paul Kantner & the Jefferson Starship, RCA Victor (P85 1654; PK 1654)
21	21	THAT'S THE WAY IT IS Elvis Presley, RCA Victor (P85 1652; PK 1652)
22	24	WOODSTOCK Soundtrack, Cotillion (Ampex T85 NN; T55 NN)
23	26	NEW MORNING Bob Dylan, Columbia (CA 30290; CT 30290) (Ampex)
24	16	TAP ROOT MANUSCRIPT Neil Diamond, Uni (8-73092; 2-73092)
25	31	PORTRAIT Fifth Dimension, Bell (86045; 56045)
26	29	WATT Ten Years After, Deram (M 77850; M 77650)
27	27	DOORS 13 Elektra (ET 8-4079; TC5-4079)
28	30	AFTER THE GOLD RUSH Neil Young, Reprise (BRM 6383; 56383)
29	37	TOMMY Who, Decca (62500; 7-32500)
30	45	EMITT RHODES Dunhill (85089; 55089) (Ampex & GRT)
31	32	AMERICAN BEAUTY Grateful Dead, Warner Bros. (81893; 51893)
32	33	HIS BAND & THE STREET CHOIR Van Morrison, Warner Bros. (81884; 51884)
33	23	BLACK SABBATH Warner Bros. (81871; 51871)
34	20	COSMO'S FACTORY Creedence Clearwater Revival, Fantasy (88402; 58402) (Ampex)
35	—	CHICAGO TRANSIT AUTHORITY Columbia (18 BO 0854; 16 BO 0854)
36	38	FOR THE GOOD TIMES Ray Price, Columbia (CA 30106; CT 30106)
37	44	LOLA VS. POWERMAN & THE MONEYGROUND Kinks, Reprise (BRM 6423; 56423)
38	49	VERY DIONNE Dionne Warwick, Scepter (TSPS 587; C5PS 587)
39	39	A QUESTION OF BALANCE Moody Blues, Threshold (24803; 24603) (Ampex)
40	43	CURTIS Curtis Mayfield, Curtom (M8 8005; M5 8005)
41	36	GOLD Neil Diamond, Uni (8-73084; 73-084)
42	46	DEJA VU Crosby, Stills, Nash & Young, Atlantic (TP 7200 & Ampex 87200; 57200)
43	25	STEPPENWOLF 7 ABC/Dunhill (85090; 55090) (Ampex)
44	47	WITH LOVE, BOBBY Bobby Sherman, Metromedia (890-1032; 590-1032)
45	34	NO DICE Badfinger, Apple (8XT 3367; 4XT 3367)
46	35	LAYLA Derek & the Dominos, Atco (Ampex M-82704; Ampex M-52704)
47	41	CLOSER TO HOME Grand Funk Railroad, Capitol (8XT 471; 4XT 471)
48	40	SHARE THE LAND Guess Who, RCA Victor (P85-1590; PK 1590)
49	42	EVERYTHING IS EVERYTHING Diana Ross, Motown (M 81724; M 75724)
50	—	CANDIDA Dawn, Bell (8-6052; 5-6052)

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Signings

Cissy Houston, formerly with the Sweet Inspirations, signed with Janus, which previously issued an album by her, which was originally recorded for Commonwealth United. . . . Richard Pryor to Laff Records. . . . Warner Bros. Charles Wright & the Watts 103rd St. Rhythm Band to Management III. . . . Viva Cordova, seven-piece rock band, to Goldenhouse Productions with Joe Reed producing. . . . Octave Records' Erroll Garner signed with Associated Booking for all live performance fields. . . . Lee Tully to Steve Sheldon for management. . . . PAX, rock group, to BRL Management.

Davis Record Bows Kressla

NEW YORK—Kressla Records, a new label based in Trenton, N.J., will make its debut with singer Court Davis. The Davis disk, "My Words," will be released nationally this week.

Davis, who formerly recorded on the Sue label, is managed by Anthony Messina's Antone Productions, Inc., a Philadelphia firm. In addition to a key-city promotion tour for Kressla, Messina has set Davis for an engagement at the Continental Safari beginning the second week in February.

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Talent In Action

ROBERTA FLACK

Philharmonic Hall, New York

Roberta Flack (Atlantic) likes lyrics that say something—the material of Gene McDaniels ("Rev. Lee" and "Sunday and Sister Jones") fits aptly—and from which she can wring drama and/or humor. Appearing with minimum effects, an unobstructive trio, and three-piece gospel chorus, she allows the audience to focus on the details of her supple, subtle singing and underlying piano technique.

Her packed audience greeted everything rapturously from "Save the People" to "Young Gifted and Black," her closer.

Perhaps she came on too much with too similar (slow) tempi and her endings rambled on too long before extinguishing, but there's no doubt that Miss Flack teaches a powerful sermon. **IAN DOVE**

ERIC BURDON & WAR

Troubadour, Los Angeles

This is a sensational in-person act, fusing Afro Cuban rhythms with black blues and creating an emotional impact which is completely explosive.

Musically the seven-piece band is fantastically skilled and rich in jazz and blues skills. Burdon's gutsy voice is right in the proper milieu, Black American music.

Their act on Dec. 22 was actually a 90-minute non-stop concert which included propelling music, built around the sexuality of Latin rhythms, the gutsy drive of rock and the bare truth of blues. Burdon made several references to drug advocacy in his songs and his narrations at times went into the blue area of sexual taste. These references were part of the songs and were not emphasized.

What was emphasized was the dynamic nature of War's instrumentalists and Burdon's own dramatic stage presence and his fun with lyrics. Songs melded into each other, from "Spirit" to "Spill the Wine" to "Mother Earth" to "Tobacco Road." In many instances Burdon expands the original lyrics to get into other areas. His "Spill the Wine" is nowhere near the hit single version. It is a story which includes tinges of grass and sex. "Mother Earth" refers to existence and what Burdon feels is the "LA style of connecting" by turning to drugs.

Burdon repeats words and phrases to build up crescendo intensities. His associates who must be credited with marvelous performances are Lee Oskar, harmonica; Charles Miller, baritone saxophone and flute; Lonnie Jordan, organ; Howard Scott, guitar; Dee Allen, percussion instruments and Harold Brown on drums.

ELIOT TIEGEL

LITTER

Beaver's, Chicago

Litter has come a long way in six months. Gone is the overloud, overbearing noise and in its place is rock music in one of its better forms. Mark Gallagher, the group's singer, has calmed down a bit, and now has more control over himself and, as a result, more control over the music and the audience.

The rest of the group (two guitars, bass and drums) lend more than adequate support in shaping the music, which for the most is original. The styles are varied, ranging from one acoustic number, through some good time songs, and several just plain hard rock. The highlight of the set was "Crossover," a song dealing with insanity and having slight operatic overtones, ending with some controlled feedback and the chorus from "Figaro." A monster tune with

good visual accompaniment. The Minneapolis group has been around several years, but its musical excitement has only begun.

GEORGE KNEMEYER

EDWARDS HAND

Troubadour, Los Angeles

Edwards Hand combined cuts from their debut RCA LP "Stranded" with some new original works for their local debut Dec. 22.

The British duo (Rod Edwards, keyboards and Roger Hand, acoustic guitar) along with a local rhythm section, seemed tight and uncomfortable at first, but then eased into a smooth vocal and instrumental groove.

Their music requires an audience's attention because of the serious, somber nature, especially when they sing about not wanting to go off to war via the draft ("Suite U.S.") or the destruction of man ("Revolution").

Their most impressive work was the five-part suite, "Death of a Man" complete with taped sounds of a Moog and a wailing siren. Edwards and Hand's voices offer a comfortable contrast when harmonizing as they do often. Edwards two-fisted piano style is the strongest instrumental voice, fusing a countryish approach with a hard driving choral attack. Hand's guitar work is delicate. Les Brown Jr.'s drumming holds everything together. Guitarist David Doud lent some light psychedelic runs and his brother Michael's electric bass generated low level vibrations.

The group plans to use a 22-piece orchestra in upcoming concerts as it re-creates its LP "Stranded." This engagement came off as a good workout for things to come.

ELIOT TIEGEL

BYRDS

Santa Monica Civic,
Santa Monica, Calif.

The Byrds offered a musical greeting card for local fans and this gesture was totally received. For the group, the Dec. 27 concert was of prime importance because local youngsters have taken the band for granted and the concert thus had a missionary underpinning.

For one hour, the quartet (plus manager Terry Melcher on piano and a tambourine-cowbell player who roamed around the stage unnecessarily) worked very hard at playing their hard rock'n'roll and country pop tunes. Then after the final flagwaving "Eight Miles High"—which was their most impressive technically artistic song—the crowd surged forward and showed its emotional appreciation.

The encore numbers, "So You Want to Be a Rock'n'Roll Star" and "Spaceman" were joyously performed, with lead singer Roger McGuinn showing his own feelings of appreciation.

McGuinn was vocally dominate on eight of the songs. Clarence White, the second guitarist, lent a softer vocal sound to his own offerings, "Truck Stop Girl" and "Home Sweet Home." When McGuinn and White switched to acoustic guitars for four numbers, the audience really responded, especially on the fast country tune, "Black Mountain Rag." Drummer

(Continued on page 20)

Memorial Benefit at Rock Pile

NEW YORK—The Chambers Bros., the Brooklyn Bridge and Cactus will headline a memorial benefit at the Rock Pile (formerly Action House) Sunday (13). All proceeds will go to a trust fund for Craig Lichtner, aged



ROY AYERS UBIQUITY perform at a recent Polydor Records party at New York's Village Vanguard, where the group was playing.

From The Music Capitals of the World

DOMESTIC

LOS ANGELES

Tony Joe White, who has just joined Warner Bros. plays the Bitter End in New York Jan. 27 and then hits the local Troubadour and Fillmore West in San Francisco, working with a large band. Warners will exploit his appearances with a full merchandising campaign.

B. Mitchell Reed has been airing tapes of the development of Spencer Davis and Peter Jamison's new Mediarts LP. The duo's producer-manager Jay Senter has been providing the KMET-FM personality with the material. The tapes will shortly be offered to other Metromedia stations.

Jack Feerman will conduct the orchestra for Jose Feliciano during the singer's Chevron Hotel engagement, Jan. 14-30 in Sydney, Australia. . . . Dave Grusin will score WB's "Summer of 42." . . . KCET producer Alan Baker is planning a six-hour TV special with Leon Russell for April. The pianist-singer taped six hours for a one-hour special which the station recently aired. Now the plan is to use all the footage. . . . Tom O'Horgan, a director of "Hair," composed the score for "Alex in Wonderland," a new MGM release.

Pep Records has picked up the Mercury family of labels and Records Merchandising is now a full line RCA distributor. . . . Leonard Rosenman will compose the score for "Vanished" a Universal TV four part feature.

A&R Records is releasing the Pat Williams single "Jennifer" and "Junk" from the orchestra leader's first LP for the company. "Jennifer" was originally written for the film "Sidelong Glances of a Pigeon Kicker." . . . Bernard Herrmann will compose the score for "The Road Builders," an MGM release.

UA Records will release several disks to promote the parent company's film, "The Music Lovers" which is the story of the life of Peter Tchaikovsky. Ferrante and Teicher have recorded the title tune as a single. Andre Previn and the London Symphony perform on the soundtrack LP and the piano duo come back in March with their LP "The Music Lovers" featuring music by the Russian composer.

ELIOT TIEGEL

NASHVILLE

ABC's Tommy Roe has been set for a Saturday (9) appearance on the "Andy Williams Show" on NBC. Roe will do a medley of three of his biggest hits. Arrangements were set by his management partners, Bill Lowery and Seymour Heller. . . . Columbia's Billy Joe Royal will close out the season with a stint at Disneyland. Royal then will hit the road again Jan. 16 at Bardstown, Ky., and on to North Carolina and Virginia. . . . Liberty's Dennis Yost is set for a Studio One recording sessions with Buddy Buie in Atlanta. . . . The Classics IV have signed a recording contract of their own with UA and are currently cutting LP product. . . . Bobby Fuller, former lead vocalist performer with the Four Fuller Brothers, is negotiating the launching of his solo recording career. He's managed by Dub Allbritten, one of the best. Fuller's sessions are to be produced exclusively by Dennis Linde of Combine Music. . . . According to Don McGregor, pop and underground promotion man for the Shelby Singleton Corporation, there is the general attitude among the radio industry that it is developing fewer real personalities among disk jockeys today. He feels this could be due to the fact that many are unwilling to put in extra time and effort to engage in activities which will put them before the public. He's willing to pass on his ideas to anyone interested. . . . The new downtown facility of Master Sound Recording Studios in Atlanta is now an actuality. It's one of the hottest studios in the business.

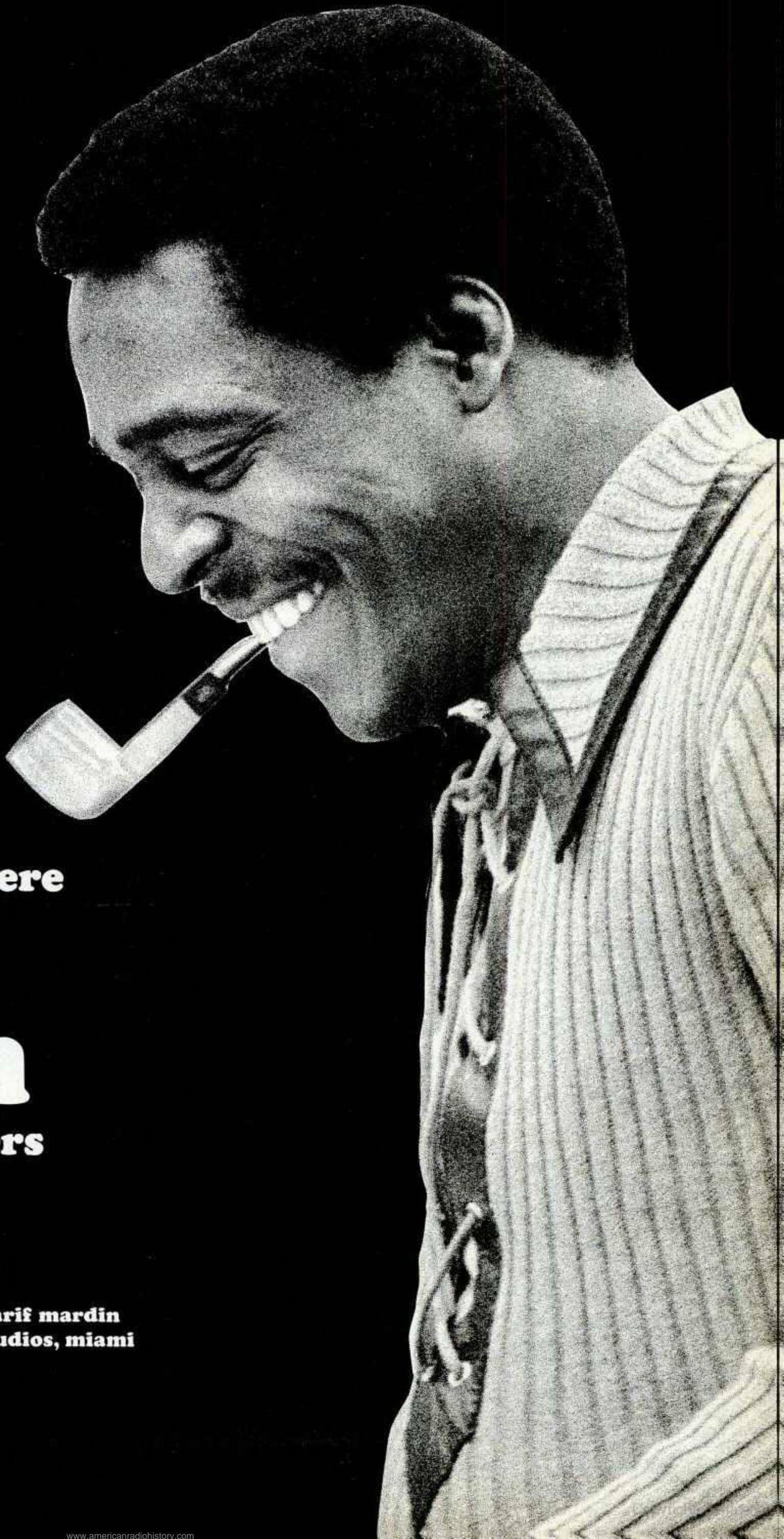
TOM WILLIAMS

(Continued on page 20)

Weiss, Bregman, Gerber Set Co.

NEW YORK—Norman Weiss has formed Artists Entertainment Complex with Martin Bregman and Roy Gerber. Weiss had been senior vice president of Creative Management Associates, Bregman was head of International Business Management and Gerber was a vice president with CMA.

In addition to personal management, Artists Entertainment Complex plans to enter legitimate, film and television production as well as the music publishing fields. A prospectus is being prepared for mid-January presentation to the Securities and Exchange Commission.



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**Say You Saw It in
Billboard**

From The Music Capitals of the World

DOMESTIC

• *Continued from page 18*

NEW YORK

Faithful Virtue Records, Koppelman-Rubin's new label, will be located at 110 East 59th St. The phone number is 212-751-6820. Blue Thumb's **Dave Mason** and Dunhill's **Mama Cass Elliott**, and Atco's **Livingston Taylor** play **Bill Graham's Fillmore East** Jan. 22-23. Slated for two shows Jan. 25 is Warner Bros. **James Taylor**, Livingston's brother. . . . **Mimi Benzell**, a former Metropolitan Opera soprano, who appeared on Broad-

Railroad Heads For U.K. Debut

NEW YORK—Grand Funk Railroad will make their European debut at Royal Albert Hall, London, Jan. 15. The group and their crew will fly to England expressly for this date, after which they will return to the U.S. and begin producing a new album for Capitol Records. Terry Knight, manager and producer of the group, said that there will be no interviews while the group is in the U.K., although Grand Funk Railroad has recently been the subject of front page coverage by the U.K. music trade papers and the national news media.

way in "Milk and Honey" and in nightclubs, died of cancer in North Shore Hospital, Manhasset, L.I., Dec. 23. She was 47. Miss Benzell was married to **Walter Gould**, a New York concert manager. . . . **Don Sherman**, writer and comedian, will be recorded live at Mr. Kelly's, Chicago, during his engagement there beginning Feb. 8. **John DeMarco** will produce for Sherman Productions, Inc.

Cab Calloway opens at the Jersey Steak Pit, Saturday (16). . . . Parrot's **Engelbert Humperdinck** plays the King's Inn & Golf Club, Freeport, Bahamas, Jan. 24. . . . Columbia's **Dreams** plays Beaver's, Chicago, Friday (8) and Saturday (9); Lincoln Theater, Carbondale, Pa., Friday (15); Philadelphia's Academy of Music, Jan. 20; Cleveland Public Auditorium, Jan. 23; Elmira (N.Y.) College, Jan. 29, and the Palace Theater, Warren, Ohio, Jan. 30. . . . Polydor's **Dave Van Ronk** set for the Cafe Lima, Woodstock, N.Y., Friday (8) through Sunday (10); Kent State University, Saturday (16); Chicago's Quiet Night, Jan. 20-24, and the University of Chicago Jan. 27.

Polydor's **Jake Holmes** opens a six-night engagement at Paul Colby's Bitter End Wednesday (6). He appears on NBC-TV's "Tonight Show" the night before and at Carnegie Hall April 4. . . . Composer **Allison Assante** is writing a Broadway musical based on her "Moon Lady" book. . . . Mercury's

Graham Is New Show Promoter Of Winterland

SAN FRANCISCO — Bill Graham has taken over Winterland as its concert promoter. Paul Baratta, a former Graham employee, had booked the large facility since Oct. 4.

Graham's first bill is New Year's Eve, with the Grateful Dead, New Riders of the Purple Sage and Stoneground. Dave Mason follows Jan. 7-9.

Graham is still operating the Fillmore here, but has announced plans to close it and get into other areas of show business.

Graham's contract for the exclusive use of Winterland covers all rock shows in 1971 with two one-year options. The only exception is when the Ice Follies moves into the building.

Winterland is operated by Medicor, a Minneapolis-based firm. Graham acts as an independent promoter with a straight rental agreement for the building.

Steve Leeds is filming a "Kirby Scott Show" in Baltimore. . . . Capitol's **Bloodrock** opens a five-night stand at Los Angeles' Whiskey A Go Go Jan. 20. . . . **Lesley Gore** opens a four-week engagement. *(Continued on page 30)*

Talent In Action

• *Continued from page 18*

Gene Parsons played some funky harmonica on "Take a Whiff" (with its cocaine reference) which the audience dug. And bassist Skip Battin was more than just a bottom sound throughout the program. "Mr. Tambourine Man," "Chestnut Mare," "Positively Fourth St." and "Old Blue" brought cheer to everyone. **ELLIOT TIEGEL**

ROBERTA FLACK

Philharmonic Hall, New York

Roberta Flack (Atlantic) likes lyrics that say something — the material of Gene McDaniels ("Rev. Lee" and "Sunday and Sister Jones") fits aptly—and from which she can wring drama and/or humor. Appearing with minimum effects, an unobtrusive trio, and three-piece gospel chorus, she allows the audience to focus on the details of her supple, subtle singing and underlying piano technique.

Her packed audience greeted everything rapturously, from "Save the People" to "Young, Gifted and Black," her closer.

Perhaps she came on too much with too similar (slow) tempi and her endings rambled on too long before extinguishing, but there's no doubt that Miss Flack teaches a powerful sermon with her new-breed voice. **IAN DOVE**

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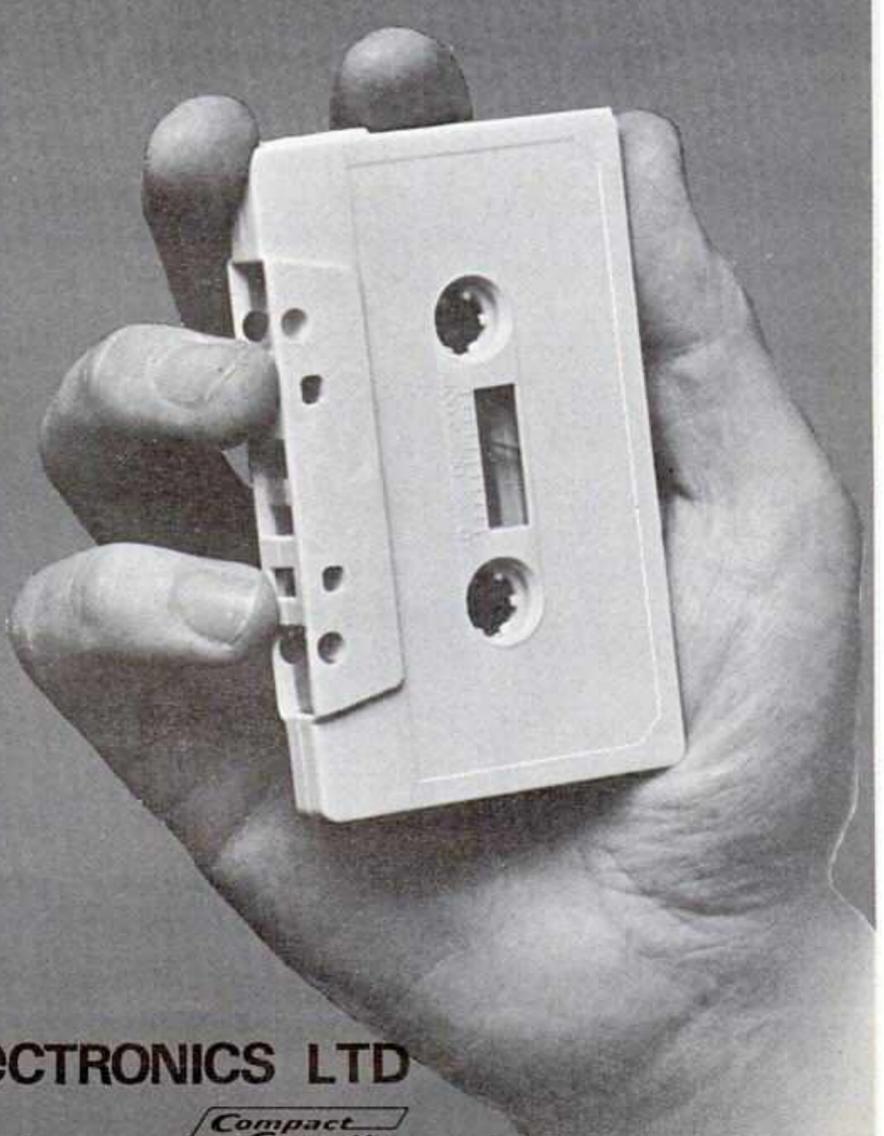
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Radio-TV programming

PERSONALITY PROFILE

Imus Focuses on 'New Humor'

CLEVELAND — Don Imus is a former railroad brakeman and he once worked in an Arizona Uranium mine and he considers Newsweek "really funny." This may not be exactly the best type of training and/or recommendation for a radio job, but Imus is part of a modern miracle in radio—the complete turnaround of a losing radio station—WGAR—into a winner. In the October/November ARB WGAR came up tied with CKLW for men and women 18-49 in the total survey area, 21,300. But WGAR leads in men and women 25-34 and 25-49. The reason, of course, is more than Imus; it's general manager Jack Thayer, sales manager Dick Janssen, program director John Lund,

and air personalities Joe Mayer, Bob Vernon, Chuck Collier, Norm N. Nite, and Ron Parks.

But Imus is now king in the morning 6-10 a.m. with 34,500 men and women 18-49. WJW has 32,100 in the same category, same time; WKYC's Jim Runyon has 22,000.

Imus, for all of his "radio" training, didn't happen just by accident. For his morning show on WGAR, "I have worked as much as six hours. Usually, I start in preparing the next day's show after I get off the air. I write most of it . . . that which I don't steal. In Palmdale and Stockton, Calif., when I was on radio stations there, I wing it. Now, I may wing it, but it's prepared."

WGAR is providing him with

the opportunity to present an entirely new concept in major market morning radio, Imus said. "It's what we call new humor . . . new humor that, aside from goofy phone calls and Bobby Darin world premieres, hopefully will set a new trend in radio humor . . . or I'll be out of a gig." (Imus recently tried to convince his Cleveland listeners that "Queen of the Hop," by Bobby Darin was a world exclusive on his show.)

Different Places

Imus said that he gets his ideas from different places. "One of the funniest places is Time magazine. Newsweek is really funny. But I don't use comedy sources and I don't watch TV besides the Rams football games and I don't listen to any other radio station. I used to listen to Robert W. Morgan when he was on KJY and I found I was sounding like him. Now, whatever I am, I'm me."

As for what's wrong with most morning personalities over the nation, Imus said: "All over America, radio listeners wake up to morning deejays that greet them with patented clichés, plastic personalities and phoney, smiling voices saying: 'GOOOood Morning World! Up and at 'em tiger! Let's eat our cereal and hit the freeway, where, by the way, folks, it's a mess!'"

Imus claimed that he never says good morning. "If not for my show's name—'Imus in the Morning'—you'd think the show was late night TV."

Imus got his start in radio at KUTY in Palmdale when he ran an on-the-air bid for Congress with the campaign: Put Imus on the gravy train, "but the voters chose Barry Goodwater Jr." At KJOY in Stockton, where he was fired after a year for using "excessive bad taste" on the air, Imus ran an Eldridge Cleaver look-a-like contest with a first prize of a year in jail or a \$5,000 fine.

As for his reason for not saying good morning on the air, he said, "We try not to get controversial . . . I mean, who am I to decide if it's a good morning or not. We relate to listeners without reminding them they should wear a coat or that they're late for work. Even in Cleveland, we know that we're up."

He tries to relate by appealing to emotions by using humor
(Continued on page 26)

Vox Jox

By CLAUDE HALL
Radio-TV Editor

Bill Sherard, former program director of WIXY in Cleveland, is now doing an air show on the progressive rock station in town—WNCR-FM. Besides Billy Bass from WIXY, the station also just hired Ron Thompson, who'd been at WIXY only about a week. Ron will do a duo show with his wife Kay on WNCR-FM. . . . WWDC in Washington originated the Johnny Holliday morning show from Holliday's home Christmas day, featuring Johnny and his wife and kids opening gifts and celebrating Christmas with friends dropping by (the friends included radio-TV personalities from other stations in town as well as sports figures). Great idea! If I were programming a radio station, I'd already begin making plans to do something like this next Christmas.

★ ★ ★

WAYS in Charlotte offered \$1,000 to the high school that collected the most bottles and cans, in an anti-litter promotion; collected over 3,000,000. . . . KYAK, country music station in Anchorage, Alaska, has been granted FCC permission to go from 25,000 watts to 50,000 watts clear channel. Staff includes John Robert Garland 5:30-10 a.m., Jim Myers 10 a.m.-1 p.m., Richard Lobdell 1-5 p.m., Scott Kaye 5-8 p.m., Don Byron 8-12:30 a.m., and Chuck Orr 12:30-5:30 a.m. Would you believe the station is also at 650 on the dial?

★ ★ ★

And would you also believe a letter from Morgan Tell, program director of WGLD-FM, Chicago: "It happened on the Indiana toll road as I was driving to this Chicago gig from Hartford. Part of the fun of this strange radio business is to change names from town to town. I've had several. On that Indiana four-lane, I decided to retire Morgan St. Germain. Rip. How does Morgan Tell hitya? Well, that's me. Now. It's great being back in Chicago. I spent the first 20 years of my life here. I left eight years ago to three months and I'm blessed.

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NEW YORK — WHOM air personality Freddy Baez has been found guilty of payola by a federal jury here in the Southern District of New York and could receive up to 11 years in prison and a \$14,000 fine. He was also found guilty of two counts of perjury relating to his testimony before a Federal Com-

munications Commission hearing investigating the case in 1966. Three other air personalities indicted were not convicted. WHOM is a Spanish language station here and U.S. attorney Whitney N. Seymour Jr. said the evidence showed Baez took money from a variety of record manufacturers between 1963 and 1966.

Chief witness was Joseph Maestre, who testified he paid Baez about \$30 a week to play his records during the first six months of 1964 when Baez worked at WBNX and then later when Baez worked at WHOM. Assistant U.S. attorney John Wing, who tried the case for the government, spoke of the reluctance of people in the record business to testify. One singer, Milton Irizarry, avoided subpoena service until midnight before the trial and had to be arrested. Irizarry supposedly paid Baez \$25 to get a record played.

Blessed with a talented staff of announcers and a general manager who is a human being. Progressive rock radio is the most exciting idiom of broadcasting today. I'm proud to be involved in its growth. P.S. Jon A. Holiday's letter to the editor (Dec. 12) was the last word on the Road to Radio. Right on."

★ ★ ★

Yolanda Parapar, a beautiful lady and music director of WIOD in Miami, has just celebrated her 10th year with Cox Broadcasting. My best and the best from the Billboard staff, Yolanda!

★ ★ ★

Frankie Crocker, former air personality with WMCA in New York, hosts a New Year's Eve show 10:30 p.m.-1 a.m. on WPIX-TV, New York. He'll be the deejay on "The Music Connection," a music package show. . . . Old buddy Jack Gale couldn't stay out of radio. He'll continue his Southern Hotline record news sheet, but also consult WPDQ in Jacksonville, Fla. The irony of the new job is that WPDQ's competitor in town is WAPE, owned by Gale's old boss, Stan Kaplan, who also owns WAYS in Charlotte. Gale helped set up the WAPE format, etc. Now he'll be vice president in charge of programming and out to knock WAPE if not out, then at least down.

★ ★ ★

Winning this year's Christmas Card Contest is a joint entree by Howard Solomon and Fred Neil, one of the most beautiful Christmas cards I ever saw in all my cottonpicking days. Appreciate all of the personal comments inscribed in most of them. . . . Scott St. James reports in from WPOP in Hartford. . . . Got a note from Cesar Augusto Quintero, president of a new radio station just on the air in Caracas, Venezuela. Think the station's name is Radioimp C.A., though my translator may have goofed. Anyway, congratulations, Cesar. I hope radio in Venezuela is just as intriguing as it is here.

(Continued on page 26)

Gaines Bows Consulting & Production Services

GALAX, Va. — All Media Services Inc. (AMS), to provide in-depth consultation and production services to radio stations, has been launched by J. Raleigh Gaines. A 15-year radio veteran under the air name of Bob Raleigh, Gaines has worked as air personality, program director, consultant, and group program director. He was recently group program director of the Smiles chain of stations.

With plans to establish an office sometime in March in Raleigh or Richmond, Gaines will provide the following services:

- Audience measurement to research not only the listeners but vital market statistics for station and agency use.

- Weekly comedy and adlib service (now in its third year and used by nearly 100 personalities).

- Creative commercial service; a production service providing tape ideas and ready-to-sell commercials, guaranteeing a given number of production pieces per month.

- Programming features; 165 sixty-second "The Black American" features available already, as well as 100 thirty-second features dealing with origins of myths, ideas, customs in the country.

- Jingles.
- "Weekend countdown," a three-six hour deejay program intended to be an alternative to hiring a part-time weekend personality.

- Executive digest, a bi-monthly digest of magazine and newspaper articles aimed specifically at the radio business.

- Handbooks and tapes to assist educating salesmen and production people.

- Promotion and sales tools. In addition, Gaines said that he would offer programming consulting "only to stations that

(Continued on page 26)

WKBN-FM to EL Background

YOUNGSTOWN, Ohio — WKBN-FM, 50,000-watt stereo station here managed by J.D. Williamson II, switched to an easy listening background-type music service Jan. 1. The music is the Stereo Radio Productions Ltd. package which features music by such artists as Andre Kostelanetz, Percy Faith, and Mantovani with only eight minutes of commercials per hour in four clusters. The station is also expanding its news coverage in early morning and late evening hours.

Continental Radio Launches 'Tuna Show' Into Syndication

HOLLYWOOD — Continental Radio has just launched "The Charlie Tuna Show" into syndication, according to general manager Jeff C. Alan. Tuna is a top-rated air personality on KHJ in Los Angeles. The syndicated version of his show—a weekend version—starts in January on such stations as KNUZ in Houston, KLEO in Wichita, Kans.; KTKT in Tucson, WGEI in Indianapolis, WSGA in Savannah, and four other stations.

The show follows the same format as all Continental shows, allowing 6-8 local availabilities each hour, said Alan. It consists of two 3-hour shows each week, one for Saturday, one for Sunday. Shows are free except for handling charges. Shows contain the latest singles complemented with 25 percent album cuts and 25 percent oldies. Other shows available feature Jeff Alan, Chris Ericson, and Tom Roberts. Pepper/Tanner jingles are used.

Imus Focuses on 'New Humor'

• Continued from page 25

... "reflect the entire spectre of emotion... relate to those things that our listeners are thinking about... things slightly more important than getting dressed... sex... politics, religion, law and order, crime, riots, the war, pollution, the lack of identity."

And he argues that sex isn't controversial, by quoting statistics (probably invented) that "people between the ages of 18 and 34 think about sex at least once every 20 minutes. WGAR is demographically designed, with our music, to appeal to this age group. This means to me that between 6-6:20 a.m., our target audience is thinking about sex." So, one of the running humor bits he uses is as chairman of the board and founder of the Columbus School of 101 Show Biz Careers. "Girls call, knowing it's a put-on, and come on as sexy as you can imagine or that they can imagine. And that's the essence of it. On the telephone, she can live out a fantasy, anonymously... become an

entertainer and provide vicarious enjoyment for all those little devils listening."

More serious

His idea of new humor is humor that relates to the more serious aspects of life and, frankly, found it difficult to explain. But it consists of poking fun to some extent. There's one running gag called "Morning Moment of Meditation" with an Imus-type character — that blond-haired, blue-eyed, El Dorado-driving, Peach Tree-shaking Brother Love. In a feverish southern Baptist accent, Brother Love is a gentleman who feels celibacy is for sissies and who asks: "When is the moral decay sweeping the neighborhoods of America gonna get to my house?" His most famous sermon cautioned the mothers of Cleveland that leaving Ken and Barbie in the children's room will find that upstairs bedroom fast becoming one big volley of the dolls.

His parody of law and order is via a character called Judge Hagin who once said that one out of every five Americans commits a crime sooner or later so the obvious solution is to arrest one out of every five Americans.

Imus uses the phone a lot, like calling McDonald's ham-

burgers and telling the guy's he is a sergeant from the Air National Guard and needs 1,200 hamburgers and getting the McDonald's man hopelessly confused on which ones are with mustard, etc., etc. Imus has also been known to call an ammo shop and try to order a silver bullet for L. Ranger or Hertz to rent a car for just a couple of hours on a Sunday for A.J. Foyt. These phone calls give listeners a chance to become performers, Imus said.

WGAR is more than just a radio station playing records. "We've created an aura of total emotional involvement," he said, "because of listener participation." The station, consulted on music by Jack Alexander, programs records on this type of rotation pattern: A record from 1955-60, a record from 1960-65, a record from 1965-70, and a current hit, blending in certain new records.

New humor is telling listeners that Lake Erie died for their sins, Imus said.

And new humor does run into problems occasionally; Imus is now being sued by a TV weatherman for something he supposedly said about him on the air.

But WGAR's new ratings tell the real story.

NAFMB President Scores Several Areas

NEW YORK—Although predicting that 1971 will be another growth year for FM radio in general, John Richer, president of the National Association of FM Broadcasters lashed out last week against "Madison Ave.'s lack of awareness of the medium's unique stereo ability to sell product. Detroit's failure to give the American public a well-engineered, reasonably priced FM/AM auto radio, and the lethargy of government in dealing with the increasing number of problems that affect all broadcasters.

"We see the indecisiveness and conflicting viewpoints of governmental agencies and legislators as detrimental to the speedy development of a total aural service that could eradicate FM radio's inequality," he said. Richer is station manager of WFIL-FM, Philadelphia.

"We are also disappointed with the attitude of many of the broadcasters in our FM fraternity who are still off fighting windmills when many of the solutions are close at hand," he said. "Many, time-worn with frustration, have forgotten that facing Detroit, Madison Ave.

and the federal government in concert as an industry is the prime factor in increasing that industry's chance for success."

But he felt the trend was reversing itself and that 1971 would be a year of even greater progress for the NAFMB. "We have keyed our strategy to continued membership growth," he said. He also pointed out that "programming and technical surveys, audience research and in-depth studies of FM's unique problems have been part of the accomplishments of FM during 1970... that the association had committed itself to a greater role as a spokesman for the industry and was satisfied with its progress.

There's a World of Country Music!

It's ALL in Billboard

Gaines Bowing Consulting and Prod. Services

• Continued from page 25

wish to take the personality route. And we will only handle one station at a time per consultant."

In March, Gaines will sponsor a "creative commercial and production clinic." Gaines, for Smiles, recently held a programming clinic in Raleigh and "since then 'truth sessions' have sprung up all over. I think the truth is that radio personnel had better become more realistic... and less idealistic. This has not been the Year of the Gap. It's been more like the Year of Turning the Corner. Most programmers and radio people today could be replaced by a computer and automation. With tight money, increasing overhead and costs, radio is turning the corner to a realization that creativity—not market-to-market plagiarism—is the answer. But that creative spirit has to be evident in the sales department as well as the programming department. I hope that AMS will be a part of the rebirth of radio creativity."

• Continued from page 25

We were talking, myself and this very important major market program director. "I just want you to make as much as the sales manager of your station," I said. In the gloom of the cocktail party, which he had to attend by edict of the station's manager, although he'd much rather be home with his wife and kids (it is 8:09 p.m. and the station manager and the sales manager are both home with their families) he nodded his head. "I'd just like to make as much money as some of the air personalities on the station," he said. We drank to that; the drinks were free, paid for by a record company. I thought at the time that it was a pity FCC commissioner Nicholas Johnson wasn't there to have a drink with us.

★ ★ ★

Dave (Dave Shannon) Suckoff, once music director of WCIT in Lima, Ohio, and then engineer at WLS in Chicago, is now doing the 7-midnight show on 10,000-watt WDXR, a Paducah, Ky., Top 40 station. WDXR's lineup includes Jimmy Youngblood, Dick Dyzel, Frank Carvell and Shannon, with Ernie Michel on weekends... Hitbound on WVIC in Lansing, Mich., last week were "Born to Wander," Rare Earth; "Remember Me," Diana Ross; "Precious, Precious," Jackie Moore; "Gypsy," Gypsy; "Had a Real Good Time," Small Faces; "Someone's Been Watching," Little Sister; "They Can't Take Away Our Music," Eric Burdon; "I Really Don't Want to Know," Elvis Presley; "Superball" by the Woolies; "Black Night," Deep Purple. Seems like WVIC is slow on some things, fast on others.

★ ★ ★

Dick Starr, program director of KYA, San Francisco, sends in the Oct./Nov. ARB. From 6 a.m.-midnight Monday-Sunday, here's the countdown: KGO 10, KSFO 9, KABL 8.6, KCBS 8.4, KFRC

8, KYA 7.9, KFOG-FM 6.1, KNBR 3.1, KSN-FM 3, KABL-FM 3, KIOI-FM 2.9, KDIA 2.8, KLOK 2.5, KNEW 2.5. In teens, KYA topped KFRC, but KFRC led a little in 18-24 year olds.

"The rock battle goes on: KYA's is pressing hard again," And he points out that KIOT-FM, his country music station, is beginning to show in the ratings now. What's interesting to note is that the average quarter hour estimates have KYA (11.4) beating KFRC (10.6) 7-midnight. That period is now being handled by KYA's Chris Edwards, but it's the recently departed Tom Campbell who did the job for KYA. Demographically Campbell was behind in 18-24, but ahead in teens. Dave Stone, KYA's 3-7 p.m. personality, also topped KFRC. What's interesting about the market is the total strength of the FM stations. They reaped a total of 24.9 on the average quarter hour basis; they're steadily growing, growing, growing.

★ ★ ★

Now let's go to Los Angeles. Ted Atkins, program director of KHJ, sends in the Oct./Nov. ARB with the statement: "We're happy to note this book gives KHJ its best share of audience (quarter hour ratings and cumes) in the past two years." Here's the countdown 6 a.m.-midnight: KABC 7.6, KHJ 7.5, KFI 5.6, KFWS 5.4, KMPC and KNX 4.9, KRLA 4.3, KWST-FM 4.2, KPOL 3.6, KOST-FM 2.8, and KHJ-FM and KIIS 2.4. The key to power, however, is in KHJ's demographics. The station leads everybody by a hefty margin in 18-24 year olds, both men (11.6) and women (15.8). Second in men 18-24 was KRLA with 9.7, followed by KHJ-FM with 7.4. Second in women 18-24 was again KRLA with 7.7, again followed by KHJ-FM with 7.2. KHJ also leads the market in teens. It seems that KHJ, consulted by Bill Drake and programmed by Ted Atkins, just about has the market locked up. FM stations in Los Angeles have 19.4, with KWST-FM leading with 4.2.

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Soul Sauce

By ED OCHS

SOUL SLICES: While winter lays low activity in the East and the new year gathers acceptance, soul starts building for a big year. Cotillion has picked up **Tony Owens'** "Confessin' a Feeling" out of New Orleans on the Soulin' label, while Chess has acquired **Lee Eldred's** "Leave Me Your Love" from Olgreg Productions. Both disks are due to take off. . . . **Gamble & Huff** have switched their Neptune label to Epic for release, which not only brings the **O'Jays, Billy Paul & Friends** to Columbia, but perhaps signals this major's serious entry into the soul sweepstakes for '71. . . . **Booker T. Jones**, in his vocal debut, and wife **Priscilla Coolidge** will record an album for A&M due in the spring. Jones is a partner in Share Productions which will use A&M as an outlet for special projects and cross-contract jams. . . . Chess will play up **Chuck Berry, Bo Diddley, Muddy Waters** and **Howlin' Wolf** for '71. Probably with contemporary material. . . . **Curtis Mayfield** is taking a good look & listen to his "Makings of You" for his next single and to make him international. . . . Comedian **Richard Pryor** has signed with Laff Records. . . . The **Main Ingredient**, cookin' with "I'm So Proud," will feed more soul into RCA with the **Fawns**, a new femme trio, **Joe Hill** and **Cuba Gooding**. All via their Ingredient Productions. . . . **Booker T. & the M.G.'s** are breaking with the new year with eight new numbers on their "Melting Pot" LP. . . . Soul Sauce picks & plays: **Baby Washington**, "Is It Worth It" (Chess); **Vandals**, "I'm Gonna Wait for You" (T-Neck); **Lovelites**, "My Conscience" (Love-lites); **Bill Coday**, "Get Your Lie Straight" (Crajon); **Shack**, "Too Many Lovers" (Volt); **Younghearts**, "Oo La We" (Zea); **Silent Majority**, "Frightened Girl" (Hot Wax); **Dee Dee Warwick**, "Cold Night in Georgia" (Atco); **Darrow Fletcher**, "What Is This" (Uni); **Syl Johnson**, "We Do It Together" (Twilight); **Ruby Andrews**, "You Ole Boo Boo" (Zodiac); **Kool & the Gang**, "Who's Gonna Take the Weight" (De-Lite). . . . **Don Wallace** at WBOW, Terre Haute, says stand by for big action on **Pat Johnson's** "We Must Say Good-Bye," on Nap Town. He's also flipped **Jr. Walker** and **Brook Benton** and boom! . . . **Gerald Alston** takes over as lead singer of the **Manhattans** following the death, Dec. 16, of **George (Smithy) Smith**. . . . Thank you, **Rick Hall**, for reading Soul Sauce!

Mayfair Growth Due to Treating 8-Track & Cassette Separately

• Continued from page 15

direct and two-step to rack jobbers, such as Schwartz Bros., and large chains, such as Zayre. And like other producers, it has found it necessary to concentrate on quality control as still another marketing ingredient.

Cassette Problems

• Continued from page 12

for circuitry which compensates for the technological inferiority of the prerecorded material.

"The right approach," he suggested, "would be to use high quality, low-noise formulations, and improve the duplicating process to conform with the standards of performance of which the medium is capable."

Mayfair is working with one industrial design firm in the U.S. and has an engineering department headquartered in the Orient. Six factories produce Mayfair's equipment.

Another important marketing ingredient, Hakimian feels, is color packaging, or utilizing full color shots of the players. "This looks costly," he said, "but spread over a production run of 100,000 units it is fractional."

To give them fuller marketing potential, Hakimian, Braver and Gary Braver, executive vice president, are looking into 8-track recorders, 8-track changers, reversible cassettes and quadrasonic equipment.

A design being worked into the line is the addition of radio and tape combination units.



MARIAN LOVE, new to A&R Records, listens to a playback of a number recorded for her first album for the label, distributed by Mercury Records. The songstress appears at Hogie's in Beverly Hills for two weeks beginning Thursday (14) with her LP close behind.

A Big Problem Facing CTV

• Continued from page 14

disk departments of large chain stores are structured on a direct sales basis, with exchanges available for defective merchandise.

Record companies which have their own distribution networks face the sobering question of whether these field companies can relate to a new audio/visual product. If disk distributors are not amenable to taking back \$3 albums, speculation is they won't take too kindly to the idea of taking back a \$25 video tape.



BUDDY MILES, second from left, Mercury's big drummer and band leader, visits deejays from KATZ in St. Louis where he was headlining a concert at Kiel Auditorium. Left to right are, Jim Gates of KATZ; Buddy Miles; Charlie Tuna, KATZ (rear); Eugene Norman, KATZ; and Logan Westbrook, Mercury's national r&b promotion director.

Billboard SPECIAL SURVEY For Week Ending 1/9/71

BEST SELLING Soul Singles

★ STAR Performer—Single's registering greatest proportionate upward progress this week.

This Week	Last Week	Title Artist, Label, No. & Pub.	Weeks on Chart	This Week	Last Week	Title Artist, Label, No. & Pub.	Weeks on Chart
1	1	GROOVE ME King Floyd, Chimneyville 435 (Malaco/Roffignac, BMI)	14	26	16	HEAVEN HELP US ALL Stevie Wonder, Tamla 54200 (Stein & Van Stock, ASCAP)	12
2	2	IF I WERE YOUR WOMAN Gladys Knight & the Pips, Soul 35078 (Jobete, BMI)	7	27	24	(It's) ALL IN YOUR MIND Clarence Carter, Atlantic 2774 (Fame, BMI)	8
3	7	(Don't Worry) IF THERE'S A HELL BELOW WE'RE ALL GOING TO GO Curtis Mayfield, Curtom 1955 (Curtom, BMI)	7	28	34	I'M STILL HERE Notations, Twinnight 141 (Midday, BMI)	6
4	10	(Do the) PUSH AND PULL (Part I) Rufus Thomas, Stax 0079 (East/Memphis, BMI)	5	29	40	FREEDOM Isley Brothers, T-Neck 927 (Triple Three, BMI)	3
5	12	STOP THE WAR NOW Edwin Starr, Gordy 7104 (Jobete, BMI)	3	30	49	I LOVE YOU FOR ALL REASONS Fuzz, Calla 174 (Tamf & Ferncliff, BMI)	2
6	13	YOUR TIME TO CRY Joe Simon, Spring 108 (Gaucho, BMI)	5	31	36	MUST BE LOVE COMING DOWN Major Lance, Curtom 1956 (Curtom, Part I)	2
7	21	ONE LESS BELL TO ANSWER Fifth Dimension, Bell 940 (Blue Seas/Jac, ASCAP)	7	32	37	THERE'S A LOVE FOR EVERYONE Whispers, Janus 140 (Roker/Talk 'N Tell/ Equant, BMI)	3
8	8	ARE YOU MY WOMAN Chi-Lites, Brunswick 55442 (Julio-Brian, BMI)	8	33	—	REMEMBER ME Diana Ross, Motown 1176 (Jobete, BMI)	1
9	15	SOMEBODY'S WATCHING YOU Little Sister, Stone Flower 9001 (Daly City, BMI)	7	34	29	I CAN'T GET OVER LOSING YOU Donny Elbert, Rare Bullet 101 (Lawton/Couey, BMI)	10
10	9	ALL I HAVE Moments, Stang 5017 (Gambi, BMI)	8	35	—	HOLLY HOLY Jr. Walker & the All Stars, Soul 35081 (Prophet, BMI)	1
11	3	STONED LOVE Supremes, Motown 1172 (Jobete, BMI)	9	36	32	HELP ME FIND A WAY (To Say I Love You) Little Anthony & the Imperials, United Artists 50720 (Assorted, BMI)	8
12	4	PAY TO THE PIPER Chairmen of the Board, Invictus 9081 (Gold Forever, BMI)	9	37	38	DO IT FOR ME General Crook, Down to Earth 74 (Meryl-Earl, BMI)	3
13	14	THIS LOVE IS REAL Jackie Wilson, Brunswick 55443 (Julio-Brian/Jadan, BMI)	5	38	31	LOVE IS PLENTIFUL Staple Singers, Stax 0083 (East/Memphis, BMI)	4
14	17	RIVER DEEP MOUNTAIN HIGH Supremes & Four Tops, Motown 1173 (Mother Bertha/Trio, BMI)	5	39	—	GLORY OF LOVE Dells, Cadet 5679 (Shapiro-Bernstein, ASCAP)	1
15	5	BORDER SONG (Holy Moses)/ YOU & ME Aretha Franklin, Atlantic 2772 (James, BMI/Pundit, BMI)	7	40	43	LOVE VIBRATIONS David T. Walker, ZEA 500005 (Three & Three/Take Advantage, BMI)	4
16	18	THERE IT GOES AGAIN Barbara & the Uniques, Arden 3001 (Jalynne, BMI)	5	41	—	FUNKY Chamber Bros., Columbia 4-45277 (Chambro, BMI)	1
17	6	THE TEARS OF A CLOWN Smokey Robinson & The Miracles, Tamla 54199 (Jobete, BMI)	12	42	50	YOU'RE A BIG GIRL NOW Styletics, Avco Embassy 4555 (Avenb/Sharsnock, BMI)	2
18	11	I CAN'T GET NEXT TO YOU Al Green, Hi 2182 (Jobete, BMI)	10	43	48	GOD BLESS WHOEVER SENT YOU Originals, Soul 35079 (Jobete, BMI)	2
19	19	PRECIOUS PRECIOUS Jackie Moore, Atlantic 2681 (Cotillion, BMI)	6	44	44	BAD WATER Raeletts, TRC 1014 (Unart, BMI)	4
20	25	SHOES Brook Benton with the Dixie Flyers, Cotillion 44093 (Cotillion/ Muscle Shoals, BMI)	3	45	45	SWEET WOMAN LOVE Geater David, House of Orange 2401 (Notes of Gold, ASCAP)	4
21	—	GET UP, GET INTO IT, GET INVOLVED James Brown, King 6347 (Cited, BMI)	1	46	47	LET ME BE YOUR MAN Tyrone Ashley, Phil-L.A. of Soul 342 (Dandelion, BMI)	6
22	27	I GOT TO TELL SOMEBODY Betty Everett, Fantasy 652 (Roker, BMI)	5	47	—	WEDLOCK IS A PADLOCK Laura Lee, Hot Wax 7007 (Gold Forever, BMI)	1
23	23	KEEP ON LOVING ME Bobby Bland, Duke 464 (Groovesville, BMI)	8	48	—	JODY FOR YOUR GIRL & GONE Johnnie Taylor, Stax 0085 (Groovesville, BMI)	1
24	35	I'M SO PROUD Main Ingredient, RCA 74-0401 (Curtom, BMI)	4	49	—	YOU JUST CAN'T WIN Gene & Jerry, Mercury 73163 (Cachand/Tecbob, BMI)	1
25	46	HE CALLED ME BABY Candi Staton, Fame 1476 (Central Songs, BMI)	2	50	—	CHILD NO ONE WANTED Brenda & the Tabulations, Top & Bottom 406 (One Eye Soul/McCoy, BMI)	1

Billboard SPECIAL SURVEY For Week Ending 1/9/71

BEST SELLING
Soul LP's

★ STAR Performer—Single's registering greatest proportionate upward progress this week.

This Week	Last Week	Title, Artist, Label & No.	Weeks on Chart	This Week	Last Week	Title, Artist, Label & No.	Weeks on Chart
1	1	TO BE CONTINUED Isaac Hayes, Enterprise ENS 1014	5	26	27	OLD SOCKS, NEW SHOES . . . NEW SOCKS, OLD SHOES Jazz Crusaders, Chisa CS 804	10
2	2	SLY & THE FAMILY STONE'S GREATEST HITS Epic KE 30325	8	27	28	JOHNNIE TAYLOR'S GREATEST HITS Stax STS 2032	6
3	4	CURTIS Curtis Mayfield, Curtom CRS 8005	14	28	18	WE GOT TO LIVE TOGETHER Buddy Miles, Mercury SR 61313	7
4	3	THIRD ALBUM Jackson 5, Motown MS 718	15	29	29	BLACK DROPS Charles Earland, Prestige PR 7815	4
5	6	ABRAXAS Santana, Columbia KC 30130	13	30	22	POCKETFUL OF MIRACLES Smokey Robinson & the Miracles, Tamla TS 306	11
6	7	CHAPTER TWO Roberta Flack, Atlantic SD 1569	19	31	31	SOMEBODY'S BEEN SLEEPING 100 Proof Aged In Soul, Hot Wax HA 704	5
7	5	EVERYTHING IS EVERYTHING Diana Ross, Motown MS 724	7	32	32	WORKIN' TOGETHER Ike & Tina Turner, Liberty LST 7650	7
8	8	VERY DIONNE Dionne Warwick, Scepter SPS 587	5	33	33	WILSON PICKETT IN PHILADELPHIA Atlantic SD 8270	17
9	9	INDIANOLA MISSISSIPPI SEEDS B.B. King, ABC ABCS 713	12	34	35	LOVE COUNTRY STYLE Ray Charles, ABC ABCS 707	3
10	13	BURNING Esther Phillips, Atlantic SD 1565	9	35	36	I (Who Have Nothing) Tom Jones, Parrot PAS 71039	6
11	11	STILL WATERS RUN DEEP Four Tops, Motown MS 704	41	36	30	THE ISAAC HAYES MOVEMENT Enterprise ENS 1010	39
12	15	INTO A REAL THING David Porter, Enterprise ENS 1012	8	37	38	5-10-15-20 (25-30 Years of Love) Presidents, Sussex SXBS 7005	2
13	10	SEX MACHINE James Brown, King KS 7-1115	15	38	41	SIGNED, SEALED, DELIVERED Stevie Wonder, Tamla TS 304	19
14	43	PORTRAIT Fifth Dimension, Bell 6045	15	39	39	COSMO'S FACTORY Creedence Clearwater Revival, Fantasy 8402	21
15	14	TEMPTATIONS' GREATEST HITS, VOL. 2 Gordy CS 954	15	40	34	LED ZEPPELIN III Atlantic SD 7201	10
16	12	SPIRIT IN THE DARK Aretha Franklin, Atlantic SD 8265	17	41	—	THE BLACK MAN'S BURDON Eric Burdon & War, MGM SE 4710-2	1
17	17	NOW I'M A WOMAN Nancy Wilson, Capitol ST 541	4	42	—	FLIP WILSON SHOW Little David LD 2000	1
18	20	BOOKER T & THE MG's GREATEST HITS Stax STS 2033	8	43	—	THEM CHANGES Ramsey Lewis, Cadet LP 844	10
19	21	LAST POETS Douglas 3	29	44	42	SUPER HITS Marvin Gaye, Tamla TS 300	11
20	16	IN SESSION Chairmen of the Board, Invictus SKAO 7304	8	45	45	SHIRLEY BASSEY IS REALLY "SOMETHING" United Artists UAS 6765	6
21	—	STAND BY YOUR MAN Candi Staton, Fame ST 4202	1	46	49	BLACK TALK Charles Earland, Prestige PR 7758	32
22	23	THE MAGNIFICENT 7 Supremes/Four Tops, Motown MS 717	11	47	40	ECOLOGY Rare Earth, Rare Earth RS 514	26
23	24	LIVE ALBUM Grand Funk Railroad, Capitol SWBB 633	5	48	44	BAND OF GYPSIES Jimi Hendrix, Buddy Miles & Billy Cox, Capitol STA0 472	34
24	19	NEW WAYS BUT LOVE STAYS Supremes, Motown MS 720	11	49	37	FREE YOUR MIND Funkadelic, Westbound WB 2001	10
25	25	(If You Let Me Make Love to You Then) WHY CAN'T I TOUCH YOU? Ronnie Dyson, Columbia C 30223	18	50	—	TEARS OF A CLOWN Smokey Robinson & the Miracles, Tamla TS 246	1

Standardization and Compatibility

Continued from page 14

Tiedjens believes the uppermost headache is protection of rights. "There are many problems in this area which are unique to home video."

Then there is the question of payments for other usages to the various unions and guilds. "All this will affect the ultimate price at which home video entertainment (cartridge or cassettes) will be sold or rented to the consumer," he said.

In short, Tiedjens believes the winner in the cartridge TV sweepstakes will be the system that provides the best picture, consistent with the lowest hardware cost, and the successful development of a low-cost home color camera.

In turn, the success of the cartridge TV player hinges on the appeal of the software of-

fered in conjunction with hardware manufacturers, according to the executive. "An essential key to prerecorded software is the development of high-speed, low-cost video duplicating methods."

Home video recorders haven't been a marketing success on a mass scale in the past for several reasons, he said. "The price has been out of reach and it has been inconvenient to thread or load the machines. And, of course, there has been no standards."

Tiedjens said he isn't trying to frighten the industry, but wants to make the business aware of several potential problem areas. "If the industry doesn't standardize and come to grips with copyright protection," he said, "the product may never get off the ground."



CARLA THOMAS, Stax soul queen, teams up with TV's Art Linkletter in a recent benefit for S.T.A.R.T., a local organization in Houston seeking to build a rehabilitation center for teenage drug abusers. Her appearance was backed by Houston's TSU Tornados. Miss Thomas, now a resident of Los Angeles, recently completed a week at Harrah's in Reno with Bill Cosby.

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Hot Country LP's

Billboard SPECIAL SURVEY
For Week Ending 1/9/71

★ STAR Performer—LP's registering proportionate upward progress this week.

This Week	Last Week	TITLE, Artist, Label & Number	Weeks on Chart
1	1	FOR THE GOOD TIMES Ray Price, Columbia C 30160	19
2	3	THE JOHNNY CASH SHOW Columbia KC 30100	9
3	2	THE FIRST LADY Tammy Wynette, Epic E 30213	12
4	5	15 YEARS AGO Conway Twitty, Decca DL 75248	6
5	8	FIGHTIN' SIDE OF ME Merle Haggard, Capitol ST 451	24
6	7	SNOWBIRD Anne Murray, Capitol ST 579	15
7	6	#1 Sonny James, Capitol ST 629	7
8	4	A TRIBUTE TO THE BEST DAMN FIDDLE PLAYER IN THE WORLD (Or My Salute to Bob Wills) Merle Haggard, Capitol ST 638	5
9	10	GOODTIME ALBUM Glen Campbell, Capitol SW 493	15
10	15	I WALK THE LINE Soundtrack/Johnny Cash, Columbia S 30397	4
11	11	CHARLEY PRIDE'S 10th ALBUM RCA Victor LSP 4367	25
12	16	DOWN HOMERS Danny Davis & the Nashville Brass, RCA Victor LSP 4424	10
13	13	BEST OF GEORGE JONES Musicor MS 3191	12
14	17	ROSE GARDEN Lynn Anderson, Columbia C 30411	3
15	9	HELLO DARLIN' Conway Twitty, Decca DL 75209	29
16	18	BEST OF DOLLY PARTON RCA Victor LSP 4449	6
17	12	I WOULDN'T LIVE IN NEW YORK CITY Buck Owens & His Buckaroos, Capitol ST 628	7
18	21	THAT'S THE WAY IT IS Elvis Presley, RCA Victor LSP 4445	3
19	14	I NEVER PICKED COTTON Roy Clark, Dot DLP 25980	22
20	22	THE BEST OF CHARLEY PRIDE RCA Victor LSP 4223	63
21	23	THE BEST OF JERRY LEE LEWIS Smash SR5 67131	37
22	20	LIFE AT THE INTERNATIONAL, LAS VEGAS Jerry Lee Lewis, Mercury SR 61278	19
23	19	OKIE FROM MUSKOGEE Merle Haggard, Capitol ST 384	51
24	32	ALL FOR THE LOVE OF SUNSHINE Hank Williams Jr. & the Mike Curb Congregation, MGM SE-4750	2
25	28	TAMMY WYNETTE'S GREATEST HITS Epic BN 26486	71
26	26	SINGER OF SAD SONGS Waylon Jennings, RCA Victor LSP 4418	7
27	27	THIS IS EDDY ARNOLD RCA Victor VSP-6032	10
28	24	THE WORLD OF JOHNNY CASH Columbia GP 29	32
29	31	SKIDROW JOE—DOWN IN THE ALLEY Porter Wagoner, RCA Victor LSP 4386	7
30	25	ME & JERRY Chet Atkins & Jerry Reed, RCA Victor LSP 4396	14
31	40	THIS IS CHET ATKINS RCA Victor VPS-6030	5
32	34	ON STAGE—FEBRUARY 1970 Elvis Presley, RCA Victor LSP 4367	28
33	33	ALL MY HARD TIMES Roy Drusky, Mercury SR 61306	7
34	36	MY WOMAN, MY WOMAN, MY WIFE Marty Robbins, Columbia CS 9978	33
35	35	JUST PLAIN CHARLEY Charley Pride, RCA Victor LSP 4290	47
36	41	LOOK AT MINE Jody Miller, Epic E 30382	3
37	30	ONCE MORE Porter Wagoner & Dolly Parton, RCA Victor LSP 4388	19
38	29	LORETTA LYNN WRITES 'EM AND SINGS 'EM Decca DL 75198	27
39	39	GEORGIA SUNSHINE Jerry Reed, RCA Victor LSP 4381	16
40	38	LIFE TO LEGEND Hank Williams, MGM SE 4680	5
41	37	GREAT WHITE HORSE Buck Owens & Susan Raye, Capitol ST 558	13
42	44	COUNTRY GIRL, COUNTRY BOY Jimmy Dean and Dottie West, RCA Victor LSP 4434	2
43	43	THIS IS FLOYD CRAMER RCA Victor VPS-6031	3
44	—	CLASS OF '70 Floyd Cramer, RCA Victor LSP 4437	1
45	45	IT'S TIME FOR Norma Jean, RCA Victor LSP-4449	2

Country Music

Nashville Scene

Musicor Records has disclaimed the rumors concerning George Jones. The stories have had it that George is about to depart from Musicor and go to another label. The fact is that Jones is under a long-term recording contract to Musicor which is good for about another three years, and he isn't going anywhere. "Many of the major recording companies have been so advised," a spokesman said. . . . The "Johnny Cash Show" on ABC will air a special two-part series entitled "The Country Music Story" during January. Part one of the series will be broadcast Jan. 20, with the other coming a week later. The film will feature, among other artists, the late Hank Williams, Jim Reeves, Patsy Cline and Johnny Horton. . . . Del Reeves' January LP release is titled "Standing Ovation," which reflects the sort of reception the UA artist has been receiving. . . . Bob Hudson of WVOJ, Jacksonville, Fla., said the latest Pulse shows that station No. 1 in the market. Following a two year climb, it is now dominating with country music.

Three new acts are due for recording sessions at the Sumet Studio in Dallas. They are Larry Wright of Des Moines, Lois Barry of Oklahoma City and Tom Hawkins of Dallas. They are signed to Danrite Records, with Charles Wright producing. . . . In memory of Vernon Dalhart, country music fans are starting a memorial fund to raise money for the installation of his name in the Country Music Hall of Fame Walkway. The fund asks that contributions be sent to the Vernon Dalhart Memorial Fund, c/o WYL Enterprises, Lisbon Falls, Me., 04252. . . . Faron Young and Sonny James go back to the San Angelo, Texas, Stock Show and Rodeo in March. . . . Two Shelby Singleton staff members are extending their talents into the production area of the corporation. Royce Clark is directing the completion of an album for Plantation's Eddie Burns, while Fred Burch is producing sessions for Don Hill and the Sweet Revival on SS International. Dave Olson, professional manager of SS Music, announced the signing of Mrs. Barbara Alpert, a Nashville housewife, to an exclusive writer's contract. . . . Sugarhill's Jerry Brock will make his initial appearance at the WWVA Jamboree in Wheeling this week. . . . Chip Williams has taken over the helm of the new ASCAP company, Music by Earle, and has placed his entire catalog with the firm. . . . Dave Hall's next RCA single will be out Jan. 19. Dave worked Panther Hall on New Year's Eve. . . . Dick Shuey, of Tyrone, Pa., has joined the Earl Owens management firm as an entertainer.

Scruggs & 'Friends' Program for NET

NASHVILLE — A program, "Earl Scruggs: His Family and Friends," will be aired next Sunday (10) by the Public Broadcasting Service for National Educational Television.

The "friends" in this instance are Joan Baez, Bob Dylan, The Byrds, Bill Monroe and others. The program is a tribute to Scruggs, generally acknowledged to be one of the world's greatest banjo players.

With one exception, the performances in the program are in-

Downs Takes Over Tiffany Label

NASHVILLE—Tommy Downs, one-time Louisville artist and disk jockey who formerly recorded for Tiffany Records, has taken over the record company as a gift from its founder, Henry E. Doney.

Downs is vice president and general manager of Spar Studios here, will reactivate the label and its publishing companies, and set up distribution channels immediately, he said.

Tiffany, founded in 1951, had numerous artists, particularly those from the Don MacNeil Breakfast Club in Chicago. Doney continued to operate the company for a number of years. As a performer, Downs had a number of releases, and con-

tinued his air work until moving into the studio business in 1967.

This year, while visiting Doney, Downs said the company was turned over to him to set up a Tennessee corporation. With it came Lake Forrest (ASCAP) Publishing and Doney (BMI). Downs currently is in the process of signing writers and artists.

In conjunction, Downs has formed TAD Records, a custom label which will be utilized almost exclusively for the newcomer. "I will be taking unknowns and trying to build them," he said.

He also is working with Bob Gilbert of Gilbert-Tanberry Productions, a Florida firm seeking to work with young talent.

McGee, an Original 'Opry' Member Is Back in Disks

NASHVILLE—Sam McGee, an "original" member of the "Grand Ole Opry," is now recording again, this time under the direction of manager-promoter Earl Owens, with an album and single set to be released this month.

All the songs in the album, with the exception of one, were written by McGee who, with his brother Kirk, have been "Opry" members for 45 years.

The exception is a tribute to the artist called "Flat-Top Pickin' Sam McGee." The artist has been known over the years as a master of the flat top guitar.

At the age of 75, McGee still travels to appearances for solo concerts at such places as the Newport Festival, the Smithsonian Institution, colleges and universities across the country. Owens is scheduling numerous television guest shots for McGee in conjunction with the releases.

From The Music Capitals of the World

DOMESTIC

• Continued from page 20

ment at the Westside Room of the Century Plaza, Los Angeles, Tuesday (5) with her new musical director, Fred Werner. She tapes a "Steve Allen Show" Thursday (7). . . . Woody Woodbury begins an 18-city promotional tour for Fort Lauderdale, Fla., this month.

FRED KIRBY

LAS VEGAS

Frank Sinatra Jr., the DeCastro Sisters and the Las Vegas Ambassadors headlined a "People" program to raise money for needy

families. The program, sponsored by the Department of Intergroup Education, was designed to foster better relations among different racial groups. . . . Jack Entratter has formed a film and TV production company, Jack Entratter Productions.

Beverlee and Sidro with the Sneakers returning to the Frontier Thursday (14) were the headline attraction in the Harrah's Tahoe Lounge for three weeks.

International's Redd Foxx received the NAACP's Image Award for "Best Supporting Actor of 1970" for his film role in "Cotton Comes to Harlem." . . . Ray Anthony finished recording a new LP for Ranwood Records entitled "Directions '71" released the last of December. He also recorded a new single "My Sweet Lord." . . . Jazzman Pete Fountain is returning to the Tropicana following a year's absence. He opens a two-week engagement Saturday (9). . . . Peter Duchin and his band have been signed for the Tropicana's Blue Room.

Jerry Lee Lewis, country-blues singer who appears at the International, announced he will quit performing in nightclubs due to his conversion to the Church of God religious faith. He plans to continue future shows in arenas and fairs. Decision was made, he said, because of dancing and serving of liquor in nightclubs.

Abbe Lane will have arranger George del Harrio as her conductor-accompanist when she brings her revue-type act back to the

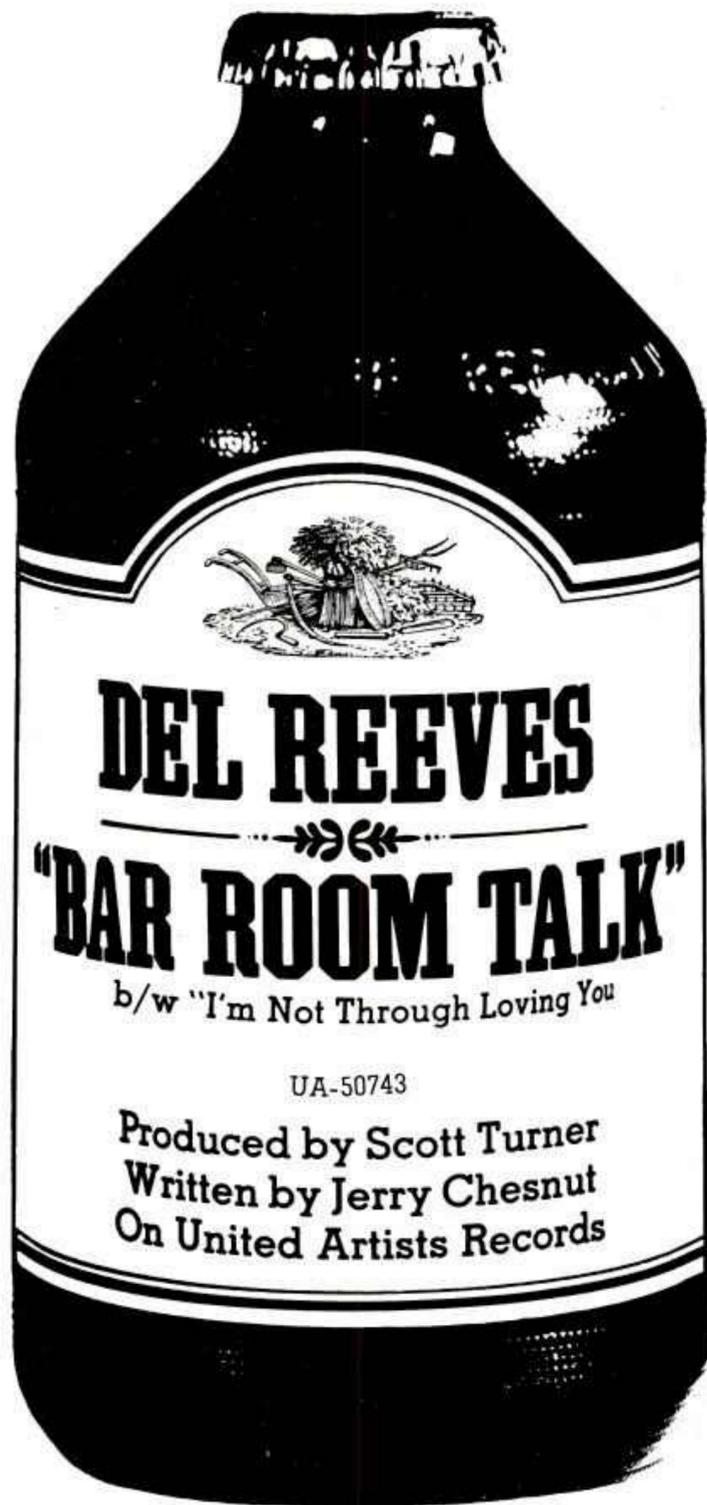
(Continued on page 39)

Billboard Hot Country Singles

Billboard SPECIAL SURVEY For Week Ending 1/9/71

★ STAR Performer—Single's registering greatest proportionate upward progress this week.

This Week	Last Week	Title, Artist, Label, No. & Pub.	Weeks on Chart	This Week	Last Week	Title, Artist, Label, No. & Pub.	Weeks on Chart
1	1	ROSE GARDEN Lynn Anderson, Columbia 4-45252 (Lowery, BMI)	10	36	33	LET ME GO Johnny Duncan, Columbia 4-45227 (Wilderness, BMI)	11
2	3	A GOOD YEAR FOR THE ROSES George Jones, Musicor 1425 (Chestnut, BMI)	8	37	30	I STAYED LONG ENOUGH Billie Jo Spears, Capitol 2964 (Gallico, BMI)	7
3	9	JOSHUA Dolly Parton, RCA Victor 47-9928 (Owens, BMI)	5	38	43	LISTEN BETTY Dave Dudley, Mercury 73138 (Newkeys, BMI)	3
4	6	FLESH & BLOOD Johnny Cash, Columbia 4-45269 (House of Cash, BMI)	4	39	37	DRAG 'EM OFF THE INTERSTATE, SOCK IT TO 'EM, J. P. BLUES Dick Curless, Capitol 2949 (Country Sound, ASCAP)	8
5	5	THE WONDERS YOU PERFORM Tammy Wynette, Epic 5-10687 (Chestnut, BMI)	7	40	47	100 CHILDREN Tom T. Hall, Mercury 73140 (Newkeys, BMI)	3
6	4	MORNING Jim Ed Brown, RCA Victor 47-9099 (Show Biz, BMI)	12	41	49	COME SUNDOWN Bobby Bare, Mercury 73148 (Combine, BMI)	3
7	2	COAL MINER'S DAUGHTER Loretta Lynn, Decca 32749 (Sure-Fire, BMI)	11	42	50	SWEET MISERY Ferlin Husky, Capitol 2999 (Cedarwood, BMI)	3
8	25	RAININ' IN MY HEART Hank Williams Jr., MGM 14194 (Excellorec, BMI)	4	43	28	SUSPICIOUS MINDS Waylon Jennings & Jessi Colter, RCA Victor 47-9970 (Press, BMI)	9
9	13	PADRE Marty Robbins, Columbia 4-45273 (Anne-Rachel, ASCAP)	4	44	60	IF YOU THINK I LOVE YOU MORE Jody Miller, Epic 5-10692 (Julep, BMI)	2
10	8	15 YEARS AGO Conway Twitty, Decca 32742 (Peach, SESAC)	14	45	42	FOREVER YOURS Dottie West, RCA Victor 47-9911 (Husky, BMI)	11
11	11	WAITING FOR A TRAIN Jerry Lee Lewis, Sun 1119 (Peer International, BMI)	8	46	44	WHAT ABOUT THE HURT Bob Luman, Epic 5-10667 (Jack & Bill, ASCAP)	7
12	22	GUESS WHO Slim Whitman, United Artists 50731 (Michelle, BMI)	5	47	68	THE LAST ONE TO TOUCH ME Porter Wagoner, RCA Victor 47-9939 (Owens, BMI)	2
13	14	BED OF ROSES Statler Brothers, Mercury 73141 (House of Cash, BMI)	8	48	48	WHEN HE TOUCHES ME Lois Johnson, MGM 14186 (Painted Desert, BMI)	6
14	38	HELP ME MAKE IT THROUGH THE NIGHT Sammi Smith, Mega 615-0015 (Combine, BMI)	4	49	46	I'M ALRIGHT Lynn Anderson, Chart 5098 (Stallion, BMI)	11
15	12	ANOTHER LONELY NIGHT Jean Shepard, Capitol 2941 (Dixie Jane/Twig, BMI)	10	50	—	I REALLY DON'T WANT TO KNOW/ THERE GOES MY EVERYTHING Elvis Presley, RCA Victor 47-9960 (Hill & Range/Blue Crest, BMI)	1
16	26	FANCY SATIN PILLOWS Wanda Jackson, Capitol 2986 (Dixie Jane, BMI)	5	51	53	PORTRAIT FOR MY WOMAN Eddy Arnold, RCA Victor 47-9935 (House of Cash, BMI)	2
17	15	I CAN'T BE MYSELF/ SIDEWALKS OF CHICAGO Merle Haggard, Capitol 2891 (Blue Book, BMI/Tree, BMI)	14	52	58	JUDY Ray Sanders, United Artists 50732 (Evil Eye, BMI)	3
18	34	THE SHERIFF OF BOONE COUNTY Kenny Price, RCA Victor 47-9932 (Vector, BMI)	4	53	61	(Loving You Is) SUNSHINE Barbara Fairchild, Columbia 4-45272 (Champion, BMI)	2
19	7	ENDLESSLY Sonny James, Capitol 2914 (Vogue, BMI)	13	54	39	THE TEARS OF LINCOLN'S FACE Tommy Cash, Epic 5-10673 (Gallico, BMI)	8
20	10	WILLY JONES Susan Raye, Capitol 2950 (Blue Book, BMI)	9	55	41	BIG RIVER Johnny Cash, Sun 1121 (Hi-Lo, BMI)	6
21	18	SHE GOES WALKING THROUGH MY MIND Billy Walker, MGM 14173 (Stallion, BMI)	12	56	—	TRUE LOVE IS GREATER THAN FRIENDSHIP Arlene Harden, United Artists 4-45287 (Ensign/Cedarwood, BMI)	1
22	20	SOMETHING UNSEEN/ WHAT'S THE USE Jack Greene, Decca 32755 (Tree, BMI/Hall-Clement, BMI)	9	57	57	OLD ENOUGH TO WANT TO (Fool Enough to Try) Norro Wilson, Mercury 73125 (Newkeys, BMI)	7
23	24	(Don't Let the Sun Shine On You) TULSA Waylon Jennings, RCA Victor 47-9925 (Barton, BMI)	6	58	55	NICE 'N' EASY Charlie Rich, Epic 5-10662 (Shaw, ASCAP)	12
24	21	COMMERCIAL AFFECTION Mel Tillis & The Statesiders, MGM 14176 (Cedarwood/Sawgrass, BMI)	10	59	56	MY JOY Johnny Bush, Stop 380 (Window, BMI)	10
25	32	PROMISED LAND Freddie Weller, Columbia 4-45276 (Arc, BMI)	5	60	63	SWEET CAROLINE Anthony Armstrong Jones, Chart 5100 (Stonebridge, BMI)	8
26	19	I WOULDN'T LIVE IN NEW YORK CITY (If They Gave Me the Whole Dang Town) Buck Owens and the Buckaroos, Capitol 2947 (Blue Book, BMI)	10	61	73	WATCHING SCOTTY GROW Bobby Goldsboro, United Artists 50727 (BnB, BMI)	2
27	16	WHERE HAVE ALL THE HEROES GONE Bill Anderson, Decca 32744 (Stallion, BMI)	12	62	69	IF YOU'RE LOOKING FOR A FOOL Tommy Overstreet, Dot 17357 (Crazy Cajun, BMI)	5
28	17	MARY'S VINEYARD Claude King, Columbia 4-45248 (Rose Bridge, BMI)	10	63	64	HEAVENLY Wynn Stewart, Capitol 3000 (Freeway, BMI)	2
29	23	DAY DRINKIN' Dave Dudley & Tom T. Hall, Mercury 73139 (Newkeys, BMI)	9	64	67	FOR THE GOOD TIMES Ray Price, Columbia 4-45178 (Buckhorn, BMI)	24
30	36	SHE WAKES ME EVERY MORNING WITH A KISS Nat Stuckey, RCA Victor 47-9929 (Hill & Range/Blue Crest, BMI)	5	65	62	MAMA BAKE A PIE (Daddy Kill a Chicken) George Kent, Mercury 73127 (Newkeys, BMI)	6
31	27	COWBOY CONVENTION Buddy Alan & Don Rich, Capitol 2028 (Peer Int'l, BMI)	10	66	54	SITTIN' BULL Charlie Louvin, Capitol 2972 (Sure-Fire, BMI)	7
32	29	I CAN'T BELIEVE YOU'VE STOPPED LOVING ME Charley Pride, RCA Victor 47-9902 (Blue Crest, BMI)	16	67	59	TELL ME AGAIN Jeannie Seely, Decca 32757 (Champion, BMI)	5
33	51	WHERE IS MY CASTLE Connie Smith, RCA Victor 47-9938 (Blue Crest, BMI)	2	68	—	A WOMAN ALWAYS KNOWS David Houston, Epic 5-10696 (Algee, BMI)	1
34	31	SOMETHING TO BRAG ABOUT Charlie Louvin & Melba Montgomery, Capitol 2915 (Tree, BMI)	12	69	70	BUBBLES IN MY BEER Ray Pennington, Monument 1231 (Willis, BMI)	2
35	35	AMOS MOSES/ PREACHER & THE BEAR Jerry Reed, RCA Victor 47-9904 (Vector, BMI)	12	70	—	BAR ROOM TALK Del Reeves, United Artists 50743 (Passkey, BMI)	1
				71	—	REMEMBER BETHLEHEM Dee Mullis, Plantation 68 (Noel Gay, ASCAP)	1
				72	—	LOVER PLEASE Bobby G. Rice, Royal American 27 (Lyn-Low, BMI)	1
				73	74	SHOWING HIS DOLLAR Webb Pierce, Decca 32762 (Tuesday, BMI)	3
				74	—	WHO'LL TURN OUT THE LIGHTS Wayne Kemp, Decca 32767 (Tree, BMI)	1
				75	75	YOU'RE THE REASON I'M LIVING Lamar Morris, MGM 14187 (T.M., BMI)	2



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IMIC-3

MONTREUX, SWITZERLAND

JUNE 6-12, 1971

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TOGETHER, FOR BUSINESS

Program Format and Speech Translations. Sessions will be held every morning 0900-1200, Monday through Friday. Speeches in the plenary sessions will be translated into English, French, German, Italian and Spanish.

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Registration Fees. Because of the growing attendance at IMIC conferences, participants should register early.

Special pre-registration fee: If you take advantage of this first announcement of the IMIC 3 conference and register NOW, the fee for the entire conference is \$210 per person. The fee includes attendance at all sessions, opening cocktail party, closing dinner dance and all work materials. (It does not include hotel rooms.) A check made out to the International Music Industry Conference should accompany registrations. Please use the coupon below or send the requested information on your letterhead. A check made out to the International Music Industry Conference should accompany registrations.

Regular fee: \$235 per person. Effective after January 1.

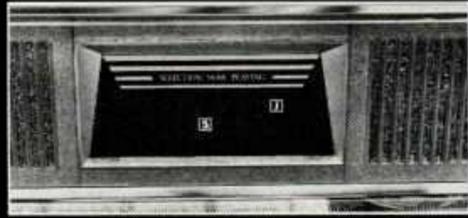
TOGETHER, FOR PLEASURE

Hotels. Early registrants have their choice. IMIC 3 registrants will enjoy accommodations at the five leading hotels of Montreux: Eurotel, Excelsior, Swiss, National and Palace. A special rate has been arranged for the Music Industry Week from Sunday night, June 6th, until Saturday, June 12th. A limited number of suites and singles rooms are available. Hotel and room choices will be allotted on a first-come basis. Meals can be included at your option. The IMIC 3 Conference Office in Montreux will write each registrant to determine individual needs.

Ladies Invited. Last year, 250 women attended. Different tours are available each morning. In addition, IMIC 3 will have an opening cocktail reception on Sunday evening and closing dinner dance on Friday night. Registration fee: \$50 per person. This registration fee does not include the women's attendance at the conference sessions.

Travel and Transfer Arrangements. SWISSAIR will be jetting you to IMIC 3. Registrants traveling by plane will be contacted by Swissair and offered the services of their worldwide organization. Special schedules have been arranged for IMIC 3 registrants to facilitate travel. Buses from the Geneva Airport to Montreux have also been set up specifically for IMIC registrants.

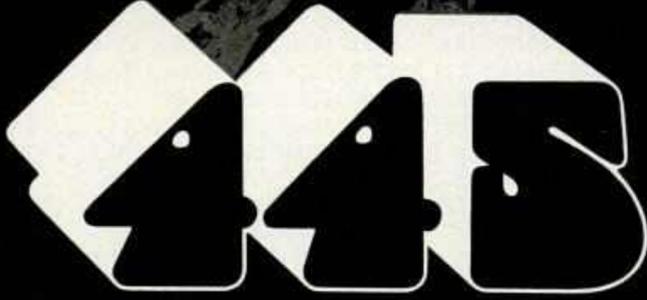
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Jukebox programming

Coinage Bill Aids 50c Jukebox Play

By MILDRED HALL

WASHINGTON — Jukebox programmers will be able to merchandise music at the 50-cent level more readily this year if the new supply of clad half-dollars provided by a new coinage compromise bill becomes a reality.

A compromise on coinage has been reached by Congress to provide for minting of 150 million special 40 percent silver dollars bearing the likeness of former president Eisenhower, and unlimited cupro-nickel dollars for general circulation. The enabling legislation was ready for the President's signature as of Dec. 18.

The coinage provisions, part of a controversial bill to regulate one-bank holding companies, also permit the issue of

cupro-nickel Kennedy half dollars in 1971, together with the clad type quarters and dimes. The clad coins will contain 75 percent copper and 25 percent nickel. The Eisenhower dollars will commemorate the lunar landing of Apollo XI on the reverse side.

The House side had vigorously opposed the use of silver in minting the special commemorative run of Eisenhower dollars, but yielded to Senate pressure.

The Kennedy half-dollars, originally issued at 90 percent silver, were reduced to 40 percent silver in the Johnson administration, but House members pointed out that most were still being held out of circulation for sentimental value. The clad half-dollars are expected to circulate freely.

Hit Data Lag On Oldie 45's

PITTSBURGH — Officials at RCA Victor in New York said they were surprised about inquiries stemming from a Star Title Strip Co. list of newly coupled oldie singles. Star officials here said they were surprised when one-stop orders on the series started arriving before the list was received from RCA. "It's all part of the communication gap," said Star's William Miller.

Miller said it's not unusual for one-stops to order title strips for records before his firm has been alerted by labels that the records are released. "This causes a time lag on sales of about 25 percent of all singles. Often the information on new releases in Billboard is the first we have."

In the current case, Star received a 5-page release sheet from RCA Victor with a shipment date of Dec. 1, 1970, list-

(Continued on page 36)

1-Stops, Jukeboxes Spur Radio Action

PITTSBURGH — Smaller labels are becoming convinced that a recording being worked hard at the one-stop and jukebox level can come to the attention of radio stations, enjoy retail sales and eventually show chart action, according to Mobile Record Service manager Harvey Campbell here.

Campbell disputes the prevalent theory that jukebox programmers always depend upon chart records. He is loading the firm's mobile vans this week with "Red, Red Roses," a Musicanza Corp. recording by Johnny Desmond still to show chart action.

The climate for what might be called a "reverse" process of one-stop to radio station to retail/chart action is even better today, Campbell feels, because of the growing strength of Mid-

dle of the Road (MOA) stations (Billboard, Jan. 2).

Musicanza president Al Rubin claims several radio stations have picked up on the Desmond record after initial sales in the area to one-stops.

Now, Rubin is offering one-stops the "distributor price" if no distributor is handling the record in the one-stop's area.

Roy Volker, promotion director at J.L. Marsh, St. Louis, and manager of country artist Ben Wasson, claims that country radio stations in Omaha and elsewhere in the Marsh market picked up Wasson's caper recording of "Room 333" after initial one-stop action.

"This radio action is what started spreading the word on the record," Volker said. "We only intended to promote the record around St. Louis and Kansas City, but our Minneapolis branch heard about the action in Omaha and started asking for the record."

Campbell said: "The first thing record promotion people and distributor salesman think of when they see a promising single, is the one-stops. The one-stops represent the biggest initial purchaser of new singles."

"Then, after the one-stops start buying in quantity, the promotion men inform stations that there is some kind of action on a record. After all, if we're using 3,000-4,000 of a record it has to have some appeal."

In the case of the Desmond record, Mobile went one step further and started using a picture of a rose on the title strip, (see separate story).

Jukebox Title Strips Plug New Releases

PITTSBURGH — Star Title Strip Co. here has launched a new promotion aimed at spotlighting new titles on the nation's jukeboxes. The idea for using various novelty art originated with Harvey Campbell, Mobile Records Service here, which services jukebox programmers in many states. Now, various labels are incorporating their logo on strips.

"The importance of the jukebox as a exposure medium for new product is heightened by the tight play lists of many so-called 'Top 40' stations," Campbell said. "The title strip is an intricate part of the whole promotion scheme and I wanted to find ways to stimulate jukebox exposure even more."

Decorative strips are nothing new, according to Star Title Strip's manager William Miller, and the idea can be quickly overworked. He explained that his firm hasn't been using such strips as much lately and that the idea will be implemented on a limited basis to prevent saturation.

Campbell agrees: "For some time we've had strips in different colors, but they lose impact over a period of time, especially if there are too many on a given jukebox."

"If jukebox programmers used all of these strips in our new series on a single box," Miller said, "the effect would be minimized." He said that in most cases, a one-stop will only pick out one recording a week to promote with the new picture strips.

Campbell comes up with the ideas for the pictures and Star designs them from there on, he said. "One of our motives is to stimulate repeat play on entirely new recordings. The jukebox patron might play a record once and then not be able to find it again. The picture strip will serve as a reminder."

He mentioned the strip for the Dave Dudley recording of "Lis-

ten Betty." The picture of a truck stands out on the strip. If a truck driver spots this strip on a jukebox he will think right away that this is a song he'll want to play."

Campbell said one of the first picture strips he conceived was for Johnny Desmond's "Red, Red Roses."

Miller said that Joe Gibson, head of Prize Records, also likes the idea for the new strip design and had Star do one with the label's logo on it.

(Continued on page 38)



STAR TITLE STRIP'S new promotion includes some of the above examples.

Intl Jukebox Survey

GERMANY
By WALTER MALLIN

HAMBURG—An unabated demand for "instant music" continues for West Germany's 3,200 organized jukebox operators and some other 500 to 1,000 operators. About 60,000 music boxes, mainly operated in inns and arcades (the so-called "Spielhallen") incorporate a disk investment valuing \$325,000. This represents an initial record issue of 360,000 with 60 disks per jukebox at about 90-cents per disk. The price consists of 83-cents plus 1 percent added value tax. Roughly 60 percent of the jukeboxes are running 50 records and 40 percent 80 records, which is an average of 60 per unit.

Operators monthly change five to eight singles with about 10 percent of the music boxes being operated in high quality places. Dance saloons change about 10 to 12 a month.

Leading suppliers of disks are 33 wholesalers and distributors organized in their association called "Deutscher Automaten Grosshandelsverband," located in Hamburg, Grosse Baeckerstrasse 3. These "automatics dealers" supplying their clientele of coin machine operators with the whole scale of jukeboxes and other machines, generally tune into the offers of titles up in charts of the business papers. Their offers, being prepared by preprinted (scheduled) delivery forms, first are a result of observing the charts and secondly just trusting in the recommendations of the "Schallplatten-Bars" maintained by the dealers, mostly run by girls. They are being informed by charts in business papers, radio and television. There are quite a lot of operators who gather recommendations from jukebox fans via the innkeeper.

Within the last year there have been trends and trials to increase the prices of playing a record from 5 cents up to 8, mainly in the southern part, but not with a general success. Most of all West German jukebox operators work on a 5 cents per play, three for 13 cents and six for 25 cents base. This is true for the last five years.

All 3,200 operators being members of the ZOA, the Federal Association of Coin Machine Operators (Central Organization in West Berlin 15, Enser Strasse 43), they are automatically contracting a flat-tariff offered by the GEMA, The West German Performing Rights Society in Munich.

The lump sum per jukebox operated is \$1.63 monthly for the

(Continued on page 36)

'Jukebox' Remains Same Even Under Different Name

CHICAGO — Jukebox programmers have generally little self-consciousness about the term "jukebox," which is now as much a part of Americana as "hotdog." This point is documented constantly at Music Operators of America (MOA) here, where executive vice president Fred Granger says the term is catching on even more because of a booklet MOA is circulating. He says attempts to use another term always prove futile.

As an example, he cited the request recently from a Virginia lawyer for 50 more copies of MOA's "Jukebox Story."

"I asked Edgar Pointer, a lawyer for one of our members there, what impressed him most about the booklet. He said it was our outright use of the term 'jukebox.' This kind of comment is becoming typical."

Granger said he is conscious of opinion against use of the terms. "There is nothing wrong with the term 'coin-operated phonograph.'"

"However, when you're talking with someone outside the jukebox industry and go into any kind of explanation about the business using a term other than jukebox, you almost always end up with the person saying,

'Oh, you're talking about jukeboxes.'"

Granger said he spent a couple of years thinking about the term jukebox when he came with MOA and decided it has become too much a part of the American language to ignore.

"The term does conjure up

(Continued on page 38)

Rule Tex. Taverns May Own Jukebox

AUSTIN, Tex.—Dist. Judge Herman Jones has ruled that tavern owners may own their own jukeboxes despite a state law that forbids the issuance of a vending machine license to anyone who has an interest in a business where alcoholic beverages are sold.

The new vending machine law was challenged by Harry Thompson of Dallas and Raul Flores, Elmer Harrison and Auguston Zulaica of San Antonio.

Rep. Dick Corney of Victoria, chairman of the study committee that proposed the new law, said the committee decided one of the evils that needed correcting was control by coin machine people over taverns. He said the committee wanted to encourage tavern owners to own their own jukeboxes.

Intl Jukebox Survey

• Continued from page 35

GEMA Performance Rights plus 20 percent of this sum due to the GVL herewith jointly collecting a flat sum covering the artist's work. To this \$1.95 per month has to be added a monthly amusement tax which differs between \$1.25 and \$3.75 according to the eleven states of West Germany. Non-organized operators outside this flat-tariff licence contract have to pay 20 percent more of the GEMA-ZOA tariff.

Mini LPs are not featured on the German jukebox. Stereo is emphasized in the sales promotion and also affects the increasing production of stereo singles. About 75 percent of the jukeboxes in operation use stereo. To boxes operated in common inns and saloons, stereo effect does not pay, operators claim. Older boxes are being attached to stereo pickups which costs about \$25 per unit.

West German Coin Machine Wholesalers (DAGV) which sells 90 percent of the jukeboxes sold 33,600 jukeboxes in 1968 and 37,300 in 1969. This is a significant growth for the jukebox. The sales turnover climbed from \$5.4 million in 1968 to about \$8 million in 1969. The 33 DAGV members also registered a disk turnover valuating \$3.8 million in 1968 and \$4.25 million in 1969.

BRAZIL

By HENRY T. JOHNSTON

RIO DE JANEIRO, Brazil—Jukeboxes are missing in Brazil. The chief reason is a lack of a supply of standard, stable coins. Maintenance problems and vandalism present other obstacles.

As a result of inflation, coins of measurable weight have had a tendency to disappear periodically. The metal in the coins was worth more than their face value. For several years the government quit minting coins, issued only paper, after making coins of different weight and size for the same face unit value.

Last year, the government returned to minting coins with a new series of light weight aluminum alloy pieces. But, nobody has rushed to gather these coins with music or anything else.

Telephone company cashiers sell slugs for the few public telephones located in the airport. And only half of those few telephones work at any given moment.

Every now and then somebody notices that there are no jukeboxes in Brazil, studies the situation—and turns away.

BELGIUM

By RENE VAN DER SPEETEN

BRUSSELS, Belgium—With 33,000 jukeboxes on operation in this country, Belgium ranks No. 1 in the world with an average of

(Continued on page 38)

Hit Data Lag On Oldie 45's

• Continued from page 35

ing a series in its Gold Standard Singles. Many are recouped hits and some are from albums, Miller believes.

The release lists:

Ten by Elvis Presley: "We Call on Him"/"You'll Never Walk Alone," 447-0665; "Let Yourself Go"/"Your Time Hasn't Come Yet Baby," 447-0666; "Almost in Love"/"A Little Less Conversation," 447-0667; "If I Can Dream"/"Edge of Reality," 447-0668; "Charro"/"Memories," 447-0669; "His Hand in Mine"/"How Great Thou Art," 447-0670; "In the Ghetto"/"Any Day Now," 447-0671; "Clean Up Your Own Back Yard"/"The Fair Is Moving Out," 447-0672; "Suspicious Minds"/"You'll Think of Me," 447-0673; "Don't Cry Daddy"/"Rubberneckin'," 447-0774.

Others include: Eddy Arnold, "Here Comes the Rain, Baby"/"It's Over," 447-0829; Eddy Arnold, "Then You Can Tell Me Goodbye"/"They Don't Make Love Like This," 447-0830; The Browns, "The Old Lamplighter"/"Send Me the Pillow You Dream On," 447-0831; Friends of Distinction, "Grazing in the Grass"/"Going in Circles," 447-0832; Guess Who, "These Eyes"/"No Time," 447-0833; "Laughing"/"Undun," 447-0834 and "American Woman"/"No Sugar Tonight," 447-0835; Waylon Jennings, "Brown Eyed Handsome Man"/"Only Daddy That'll Walk the Line," 447-0836; Henry Mancini, "Love Theme From Romeo and Juliet"/"The Windmills of Your Mind," 447-0837; Nilsson, "Everybody's Talking"/"I Guess the Lord Must Be in New York City," 447-0838.

Additional listings are: Dolly Parton, "Just Because I'm a Woman"/"My Blue Ridge Mountain Boy," 447-0839; Charley Pride, "All I Have to Offer You Is Me"/"Kaw-Liga," 447-0840 and "Afraid of Losing You Again"/"Wings of a Dove," 447-0841; Jerry Reed, "Remembering"/"Are You From Dixie," 447-0842; Jim Reeves, "I Won't Come In While He's There"/"The Storm," 447-0843; "I Heard a Heart Break Last Night"/"That's When I See the Blues," 447-0844 and "When You Are Gone"/"Nobody's Fool," 447-0845; Porter Wagoner, "The Carroll County Accident"/"When You're Hot, You're Hot," 447-0846; Youngbloods, "Get Together"/"Darkness Darkness," 447-0847; Zager & Evans, "In the Year 2525"/"Mr. Turnkey," 447-0848.

What's Playing?

A weekly programming profile of current and oldie selections from locations around the country.

Baton Rouge, La.; Adult Location

Robert Rooney, operator;
Gene Sharp, programmer,
State Novelty Co.



Current releases:
"For the Good Times," Ray Price, Columbia 45178;
"Knock Three Times," Dawn, Bell 938;
"Can't Stop Loving You," Tom Jones, Parrot 40056.

Oldies:
"Cryin' Time," Dean Martin;
"Born to Lose," Ray Charles.

Buchanan, Mich.; Adult Location

Frank Fabiano, programmer,
Fabiano Amusement Co.



Current releases:
"One Less Bell to Answer," Fifth Dimension, Bell 940;

"Can't Stop Loving You," Tom Jones, Parrot 40056;
"Does Anybody Really Know What Time It Is?," Chicago, Columbia 45264.

Moberly, Mo.; Teen Location

Don Skinner, programmer,
D & J Amusement



Current releases:
"I Think I Love You," Partridge Family, Bell 910;
"We've Only Just Begun," Carpenters, A&M 1217;

"The Tears of a Clown," Smokey Robinson & the Miracles, Tamla 54199.
Oldies:
"Wabash Cannon Ball," Nashville Brass;
"Easy Come, Easy Go," Bobby Sherman.

North Bend, Neb.; Country Location

Ed Kort, operator;
Louis Reginald, programmer;
Kort Amusement Co.



Current releases:
"Bed of Roses," Statler Brothers, Mercury 73141;

"Cowboy Convention," Buddy Alan/Don Rich, Capitol 2028;
"Flesh & Blood," Johnny Cash, 45269.

Olney, Ill.; Teen Location

Omar Dressel, programmer,
Omar Dressel Music



Current releases:
"I Think I Love You," Partridge Family, Bell 910;

"My Sweet Lord," George Harrison, Apple 2995;
"One Less Bell to Answer," Fifth Dimension, Bell 940;
"Knock Three Times," Dawn, Bell 938.

Port Chester, N.Y.; Teen Location

John S. Tartaglia, programmer,
Tartaglia Brothers, Inc.

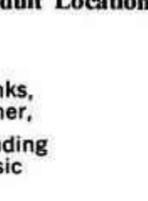


Current releases:
"Domino," Van Morrison, Warner Bros. 7434;

"One Less Bell to Answer," Fifth Dimension, Bell 940;
"Cherly Moana Marie," John Rowles, Kapp 2102.

Robinson, Ill.; Adult Location

Aleta Hanks, programmer,
Hanks Vending and Music



Current releases:
"Knock Three Times," Dawn, Bell 938;
"For the Good Times," Ray Price, Columbia 45178;
"Morning," Jim Ed Brown, RCA Victor 9909.

Oldies:
"The Little Arrows," Leapy Lee, Decca 32380;
"Yakety Sax," Boots Randolph, Monument 804.

Roswell, N.M.; Teen Location

Charles W. Ely, programmer,
Ginsberg Music Co.



Current releases:
"Knock Three Times," Dawn, Bell 938;
"One Less Bell to Answer," Fifth Dimension, Bell 940;
"My Sweet Lord," George Harrison, Apple 2995.

Oldies:
"I Hear a Symphony," Supremes, Motown 1083;
"Everything is Beautiful," Ray Stevens, Barnaby 2011.

Springfield, Ill.; Adult Location

Bud Hashman, programmer,
Star Novelty Co.



Current releases:
"Be My Baby," Andy Kim, Steed 729;

"Rose Garden," Lynn Anderson, Columbia 45252;
"Morning," Jim Ed Brown, RCA Victor 9909;
"You Don't Have to Say You Love Me," Elvis Presley, RCA Victor 9916.

Wisconsin Rapids, Wis.; Country Location

Morgan (Chick) Metcalf, programmer,
Rapids Coin Machine Service



Current releases:
"Rose Garden," Lynn Anderson, Columbia 45252;
"Morning," Jim Ed Brown, RCA Victor 9909;
"She Goes Walking Through My Mind," Billy Walker, MGM 14173.

Oldies:
"Big River," Johnny Cash, Sun 1121;
"Okie From Muskogee," Merle Haggard, Capitol 2626.

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Programmers in the News

Gordon Larson, Sam's Amusement Co., Kenosha, Wis., points to the fact that jukebox programmers often are pressed for time. "One of the big problems," he said, "is that there is such a flood of releases all the time. It's hard to pick a cover record," he added, meaning a record that he uses to cover most of the company's route.

He said he could have used "For the Good Times" by Ray Price and "Rose Garden" by Lynn Anderson as covers but hesitated because of the country background of both artists. Another cover record candidate was "The Tears of a Clown" by Smokey Robinson and the Miracles.

Watching record costs is another problem. Larson advises cutting down on requests somewhat. "Especially requests from college area locations. We receive requests for as many as 17 records. Many of them are records that just won't be played that much."

Cliff Cotrell, programmer at Mitchell Novelty Co., Milwaukee, is one who is not concerned with overly long singles. "When I see those popularity meter needles punched out—that's all I care about. So what if a record is five-minutes long, as long as it plays a 100 times?" Cotrell said "My Sweet Lord" by George Harrison, typical of today's longer singles, did well for his firm.

Cotrell also reports that many locations patronized by teenagers are going for country singers such as Lynn Anderson. "Rose Garden" by Lynn Anderson is an example. "Kids in restaurants and cafes are

going for a lot of country records. I think part of it is due to the waitresses who are often young and western music indoctrinated."

Martin Herbstam, Lincoln Vending, Brooklyn, said almost anything by Neil Diamond is doing well in New York City jukeboxes. Another record that enjoys wide popularity is "Knock Three Times" by Dawn.

Lynn Anderson's "Rose Garden" is so popular around Cadillac, Michigan that jukebox operator Bill Bryan has had people coming by his shop to purchase it. "We're not in the retail business but people are really after this record. I'm getting requests for it all over the route—almost every kind of location."

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Jukebox Stays Same

Continued from page 35

the image problem this industry has always had," he said, "but we're not going to cure that problem with another name for jukebox."

Congressmen in Washington, where MOA has lobbied for many years during the copyright revision bill controversy, are also accustomed to the term, he pointed out.

Plug New Releases

Continued from page 35

All agreed that the idea is even more important today because the jukebox manufacturers have concentrated on better exposure of the title strip racks. Seeburg has even created a shadow box effect framing title strips and Rock-Ola has in the past two years used a vertical panel to position strips at patron eye level.

Coming Events

April 23-24—Kentucky Automatic Merchandising Council meeting, Executive Inn, Louisville, Ky.

April 29-30, May 1-2—Illinois Merchandising Council meeting, Lake Lawn Lodge, Delavan, Wis.

May 14-15—Ohio Automatic Merchandising Association meeting, Pick Fort Hayes Hotel, Columbus, O.

May 14-16—Music Operators of New York Convention, Granite Hotel, Kerkonkson, N.Y.

May 14-15—Tennessee Automatic Merchandising Council meeting, Hilton Inn, Nashville, Tenn.

May 21-22—Automatic Merchandising Council of New Jersey meeting, Holiday Inn, Atlantic City, N.J.

May 21-22—Wisconsin Automatic Merchandising Council Meeting, Delview Hotel, Lake Delton, Wis.

June 11-12—Minnesota Automatic Merchandising Council meeting, Voyager and Pine Portage, Rutgers, Minn.

June 11-13—New York State Automatic Merchandising Council meeting, Grossinger's Hotel, Grossinger, N.Y.

June 18-20—Pennsylvania Automatic Merchandising Council meeting, Pocano Manor Inn, Pocano Manor, Pa.

Sept. 5-7—California Automatic Vendors Council installation meeting, Palm Springs Hotel, Palm Springs, Calif.

Intl Jukebox Survey

Continued from page 36

one jukebox for every 290 citizens. Although only one record per week is changed per jukebox, this still represents a total of 1.5 to 2 million records being changed per year, accounting for 35 percent of the singles sales in Belgium.

All jukebox operators buy their records directly from the record companies. Many private tavern owners have their own jukebox. Buying is based on the public demand and airplay on radio and television. Operators pay about 70 to 90 cents per record, the normal dealer price. Special agreements exist between owners of jukebox companies and record manufacturers, almost on the same basis as the rack jobbers/record manufacturers deal.

The cost of playing a record is not higher than 10 cents for two plays. With an increase in taxes expected in early January, it is almost certain that this price will be increased to three plays for 20 cents and one per 10 cents. Operators pay a licensing tax of \$55 to \$65 per year per jukebox.

With the exception of some Seeburg jukeboxes, there are almost no stereo records nor Little LP's featured. Although all jukeboxes are stereo, the stereo single was only introduced recently.

There is an association for jukebox operators called the Union Belge de l'Automatique.

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Album Reviews



POP
McGUINNESS FLINT—Capitol SMAS-625 (S)
 McGuinness Flint from England get into some beat-happy soft rock that not only features former Apple songwriters Gallagher & Lyle, but the usual top-notch production of Glyn Johns and the group's initial hit "When I'm Dead and Gone." Plenty of top tunes to pick from, like "Heritage" and "International," plus Dennis Coulson's fine vocals and five musicians with the best credentials should make this one a winner first time out.



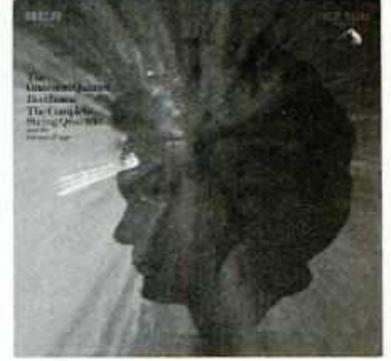
POP
OSMONDS—MGM SE-4724 (S)
 The Osmonds are riding up the Hot 100 Currently with "One Bad Apple," included here. The LP, like the single puts the boys in the whole new commercial bag, right in today's market. Cut in Muscle Shoals, by producer Rick Hall, the package offers top treatments of "Long and Winding Road," "He Ain't Heavy, He's My Brother," and a Motown salute that is a heavy standout. Should prove a big chart winner.



POP
JAMES LAST—El Condor Pasa. Polydor 24-4507 (S)
 More of the middle of the road sounds from the German trumpet artist that range from the Paul Simon title tune to "Give Peace a Chance" via Creedence's "Proud Mary." Strong melodic material given a danceable, easy on the ear treatment.



SOUNDTRACK
SOUNDTRACK—Five Easy Pieces. Epic KE 30456 (S)
 The combination of some fine songs sung by Tammy Wynette and excerpts of the dialog from the movie make this soundtrack album a winner. Miss Wynette is especially effective on "Stand By Your Man," "D-I-V-O-R-C-E" and "When There's a Fire in Your Heart." An added treat is Paul Kaufman's work on selections by Mozart and Chopin.



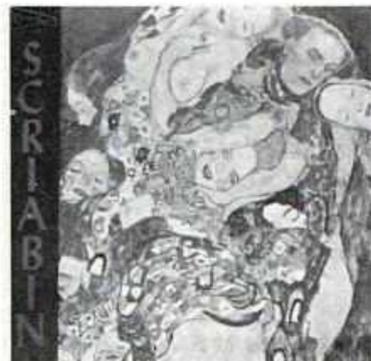
CLASSICAL
BEETHOVEN: COMPLETE STRING QUARTETS/GROSSE FUGE—Guarneri Quartet. RCA Red Seal VCS-11-100 (S)
 This is a powerhouse package among the long list of disk tributes to honor Beethoven's 200th anniversary. The Guarneri Quartet does a masterful job on the complete catalog of the composer's string quartets as well as the "Grosse Fuge." Each of the LP's in this handsome package is a winner.



CLASSICAL
HOLST: THE PLANETS—London Philharmonic (Haitink). Philips 6500 072 (S)
 Holst's evocative suite, which is suitable for these astrological days, is given a sensitive reading by Bernard Haitink and the London Philharmonic. This is the first recording to use the newly revised score, which incorporates the composer's amendments to his own score, and was published in 1969.



CLASSICAL
BERLIOZ: REQUIEM—London Symphony & Chorus (Davis). Philips 6700 019 (S)
 This set, which includes a handsome multi-language booklet, was recorded in Westminster Abbey, London and is one of the releases in the historic by Colin Davis, undertaken to mark the 100th anniversary of the death of the composer. The work is given a majestic reading by the orchestra, chorus and boys' choir.



CLASSICAL
SCRIABIN: POEM OF ECSTASY / POEM OF FIRE: PROMETHEUS—Various Artists/Dallas Symphony (Johanos). Candide CE 31039 (S)
 Donald Johanos admirably conducts his fine Dallas Symphony in two important works of Alexander Scriabin. Alfred Mouldous is the excellent piano soloist in "The Poem of Fire: Prometheus," while trumpeter Richard Gianguilio and violinist Philip Ruder are the soloists in "The Poem of Ecstasy."



CLASSICAL LOW PRICE
BEETHOVEN: 32 PIANO SONATAS—Claude Frank. RCA Victorla VICS-9000 (S)
 Save a few superlatives for this epic work, which covers 12 LP's, and stands out even among all the product released to celebrate the Beethoven bicentennial. Frank has been working his way through the sonatas in public concerts during the bicentennial year and he shows taste and discretion in these renderings.

ALBUM REVIEWS

BB SPOTLIGHT
 Best of the album releases of the week in all categories as picked by the BB Review Panel for top sales and chart movement.

SPECIAL MERIT
 Albums with sales potential that are deserving of special consideration at both the dealer and radio level.

FOUR STARS
 ★★★★★ Albums with sales potential within their category of music and possible chart items.

From The Music Capitals of the World

DOMESTIC

• Continued from page 30

Frontier Thursday (7) as co-starring attraction with Jimmy Durante. A country show, packaged by Mel Shayne Enterprises, will begin a month-long engagement in the main showroom of the Landmark on Jan. 7 (Thursday). Show stars Ferlin Husky, who will be accompanied by vocal group the Four Guys. Co-stars are Archie Campbell, Diana Trask, Bob Luman, the Nashville Sounds and the Stoneman Family. . . . Bobby Darin has been set to headline at the Desert Inn for four weeks commencing Tuesday (12).

LAURA DENI

SAN FRANCISCO

Joy of Cooking's first album, produced by John Palladino for Capitol, is due to be released in mid-January. Local radio stations are playing test pressings and getting such good audience response

that the group is already thinking in terms of a second album. The group's first date on this month's European tour with Joe McDonald is London's Albert Hall. McDonald has been working at Pacific High on an album he began in England with some of the Rolling Stones.

Pacific High's annual Christmas party, enhanced by the music of Dan Hicks and His Hot Licks, Country Joe McDonald and Cat Mother and the All Night Newsboys was recorded on 12-track and may eventually be released as the "PHR Christmas Album."

Quicksilver's new album for Capitol, "What About Me," due to be released this week. Albert King is recording a live album here, produced by Don Nix for Shelter. . . . All-girl group Fanny presented a special copy of their "Conversation With a Cop" on Reprise to police chief Al Nelder. . . . San Francisco Records has released Cold Blood's new album, "Sisyphus." The group plans an eastern tour in late February. . . . David Lannan has finished his second album and plans a trip to India for his third. . . . Tower of Power's first album is "East Bay Grease."

A new series of Sunday night concerts at the Old Spaghetti Factory in North Beach was announced by Donald Pippin, including "La Serva Padrona," "Young Caesar" and "Bunraku."

MARY TURNER

(Continued on page 40)

4 STAR

POPULAR ★★★★★

MIKE MELVOIN—Michael 7. Amos AMOS 7011 (S)

BELIEVERS—A Salute to Motown. Amos AAS 7012 (S)

PHILOSOPHERS—Getting Down. PS PS 1001 (S)

SLY BOOTS—Notes on a Journey. Faithful Virtue FVS-2002 (S)

WILBERT HARRISON—Shoot You Full of Love. Juggernaut JUG-ST/LP 8803 (S)

COUNTRY ★★★★★

PURE COUNTRY SOUNDS OF DARNELL MILLER—Deneba DEA-10025 (S)

CLASSICAL ★★★★★

MOZART: EKSLTATE, JUBILATE—Ameling/English Chamber Orch. (Leppard). Philips 6500-006 (S)

BEETHOVEN: SYMPHONY NO. 5—Concertgebouw Orch., Amsterdam (Jochum). Philips 839 781 LY (S)

MUSIC FOR THE MORNING—Detroit Symphony (Paray)/London Symphony/Minneapolis Symphony (Dorati). Mercury SR 2-9134 (S)

LISZT: HUNGARICA / MAZEPPA / HAMLET—London Philharmonic (Haitink). Philips 6500 046 (S)

LOW PRICE CLASSICAL ★★★★★

KUHLAU/CLEMENTI: PIANO CONCERTOS—Blumental/Salzburg Symphony (Guschlbauer) Prague New Chamber Orch. (Zedda). Turnabout TS-S 34375 (S)

BEETHOVEN: THE CREATURES OF PROMETHEUS—Berlin Symphony (Schoenzeler). Turnabout TV-S 34371 (S)

INTERNATIONAL ★★★★★

TANZE UND LIEDER AUS SPANIEN—Orch. of Spanish Radio (Markevitch). Philips 839 775 LY (S)

SPECIAL MERIT PICKS

POPULAR

LAST POETS—Right On. Juggernaut JUG-ST/LP 8802 (S)

Billed as The Original Last Poets, the real down, conga trio of Gylan Kain, Felipe Luciano and David Nelson present their black views and visions in less of a violent way than Douglas' Last Poets, perhaps this year's underground hit. Scored for "Right On," a movie of "revolutionary revelation," The Poets' poetic confrontation gives Juggy Murray's new Juggernaut label a powerful initial thrust into the street market.

CLASSICAL

LUTOSLAWSKI: TRAUERMUSIK/DIE STROHRETTE/MAVA SUITA/FIVE PRELUDES—Various Artists/ Hamburg Symphony-Berlin Symphony (Gruber). Candide CE 31035 (S) Witold Lutoslawski is one of the most important of today's contemporary composers, making this new set of five important works a disk that will draw considerable attention. Arthur Gruber understandingly conducts the Hamburg Symphony in "Trauermusik (Funeral Music), vocal and instrumental soloists in "Die Strohkette," and the Berlin

Symphony in "Mava Sita," "Five Dance Preludes" and "Overture for String Orchestra."

LOW PRICE CLASSICAL

R. STRAUSS: SYMPHONY DOMESTICA—Vienna Philharmonic (R. Strauss). Turnabout TV 4363 (M)

This "Historic Recording" is indeed a rarity of considerable worth. Richard Strauss' "Symphonia Domestica" only recently is gaining attention and plaudits. This recorded 1944 concert performance with the composer directing the Vienna Philharmonic, one of the world's great orchestras, should add to these plaudits.

ALBENIZ: PIANO CONCERTO NO. 1/LISZT-BUSONI: RHAPSODIE ESPAGNOLE—Blumental Torino Orch. (Zedda) Prague Chamber Orch. (Froschauer). Turnabout TV-S 34372 (S)

Felicja Blumental, an outstanding pianist, is finally receiving her due in U.S. disk releases and this coupling clearly shows what the excitement is about. With Alberto Zedda and the Torino Orchestra, Miss Blumental admirably is the soloist in Albeniz's "Piano Concerto No. 1," while her performance in the Liszt-Busoni "Rhapsodie Espagnole" is breathtaking.

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2	2	MILES DAVIS AT FILLMORE Columbia G 30038	6
3	3	BITCHES BREW Miles Davis, Columbia GP 26	36
4	4	CHAPTER TWO Roberta Flack, Atlantic SD 1569	18
5	5	DON ELLIS AT FILLMORE Columbia G 30243	10
6	13	BRIDGE OVER TROUBLED WATER Paul Desmond, A&M SP 3032	8
7	10	BLACK TALK Charles Earland, Prestige PR 7758	27
8	8	THE ISAAC HAYES MOVEMENT Enterprise ENS 1010	38
9	6	GULA MATARI Quincy Jones, A&M SP 3030	22
10	12	INDIANOLA MISSISSIPPI SEEDS B.B. King, ABC ABCS 713	9
11	14	SUMMUN BUKMUN UMYUN Pharoah Sanders, Impulse AS 9199	9
12	9	HOT BUTTERED SOUL Isaac Hayes, Enterprise ENS 1001	78
13	16	THEM CHANGES Ramsey Lewis, Cadet LP 844	11
14	7	BLACK DROPS Charles Earland, Prestige PR 7815	6
15	17	THE BEST OF JOHN COLTRANE—HIS GREATEST YEARS Impulse AS 9200-2	8
16	11	WES MONTGOMERY'S GREATEST HITS A&M SP 4247	41
17	15	BURNING Esther Phillips, Atlantic SD 1565	9
18	—	STONE FLOWER Antonio Carlos Jobim, CTI 6002	1
19	—	OLD SOCKS NEW SHOES . . . NEW SOCKS, OLD SHOES Jazz Crusaders, Chisa CS 804	12
20	—	WE GOT TO LIVE TOGETHER Buddy Miles, Mercury SR 61313	1

Billboard SPECIAL SURVEY For Week Ending 1/9/71

From The Music Capitals of the World

DOMESTIC

• Continued from page 39

CINCINNATI

The Cincinnati Symphony Orchestra's first Open Door Concert of the season is scheduled for Music Hall Sunday (10), with Johnny Mathis as guest star. He was originally slated to appear Dec. 6, but a conflict in bookings made a reshuffle necessary. The remaining three concerts in the Open Door series will remain as scheduled: Tribute to Martin Luther King, Jan. 24; the Alvin Ailey Ballet, March 21, and Nancy Wilson, May 9.

Grand Funk Railroad pulled some 11,500 rock fans, near capacity, to Cincinnati Gardens Saturday night, Dec. 26. . . . Local Singer Barbera Howard, piloted by her hubby-manager Steve Kirk,

appears Saturday (9) on "Upbeat," popular TV seg emanating from Cleveland. It marks her sixth national TV appearance in six months, including a double-header on the David Frost show. Barbera has been kept busy recently grinding out a series of telly commercials.

WXIX-TV's new country music half-hour series, which was slated to begin Sunday (3), has been forced to postpone its bow until early in February due to a delay in lining up suitable guest artists to appear with the show's host, Bob Luman. The pilot was shot recently at the Black Stallion, local country music haunt. . . . Bill Ritchie, general sales manager of WCO-TV, has been named bossman at KTEW, new Scripps-Howard station in Tulsa, Okla.

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The Program:

MONDAY, APRIL 19

9:00 a.m.-11:00 a.m.

Session 1

What Is the Unique Place of Cartridge TV in Entertainment and Education?

- Talk A. As seen from the U.S. Viewpoint
- Talk B. As seen from the European Viewpoint
- Talk C. As seen from the Japanese Viewpoint

Session 2

How Creators of Video Disc and Cartridge TV Programs View Their Function

- Talk A. The role of the film and TV company in entertainment programming
- Talk B. The role of the Educational film producing company
- Talk C. The stake of the Recording Organization
- Talk D. The Place of the Book and Magazine Publishing Company

TUESDAY, APRIL 20

9:00 a.m.-11:00 a.m.

Session 3

Evaluating the Characteristics and Plans of Principal Systems

This session will detail the costs, operating characteristics, and marketing plans of major cartridge TV and video disc systems that have already been announced.

5:30 p.m.-7:30 p.m.

Session 4

How Big Are the Potential Markets for Education and Entertainment and What Are Their Needs?

- Talk A. Appraising the Market in Schools and Universities
- Talk B. Looking at Cartridge TV Use for Industry, Training and Information
- Talk C. Evaluating the Applications for Home Instruction
- Talk D. The Home Entertainment Market

WEDNESDAY, APRIL 21

9:00 a.m.-11:00 a.m.

Session 5

Distribution Patterns

- Talk A. Direct sales to the Educational and Corporate Markets
- Talk B. Problems and Profitability of Lease vs. Sale of Product
- Talk C. A report on the Japanese Experience in Selling Cartridge TV
- Talk D. What are the Most promising retail outlets for Product sale?

THURSDAY, APRIL 22

9:00 a.m.-11:00 a.m.

Session 6

Key Considerations for Companies Entering the Cartridge TV Field

- Talk A. How and why companies are setting up a separate Cartridge TV Department
- Talk B. Principal factors in developing a saleable product line for Cartridge TV
- Talk C. Deciding on the Duplicating Facility: where, how many, Company-Owned vs. Outside Facility?
- Talk D. The alternatives of Industry Standardization vs. Competing Systems

5:30 p.m.-7:30 p.m.

Session 7

Avoiding Legal Pitfalls in Copyright, and Royalty Matters

- Talk A. In U.S. and Canada
 - Talk B. In Western Europe
 - Talk C. In Japan and the Far East
- Due to the importance of the subject, this session will continue on Friday in a roundtable discussion with emphasis on royalties and related contractual arrangements.*

FRIDAY, APRIL 23

9:00 a.m.-11:00 a.m.

Session 8

Creative Input for Successful Programming

This session will show production methods for audio-visual programs that each of the following creative forces believes should be produced for consumer sale with an explanation of why and to whom the product will be sold.

- Talk A. The Contribution of the Film Directors
 - Talk B. The Output of TV and Independent TV Producers
 - Talk C. The Creative Product Produced by the Record Companies
- 11:15 a.m.-1:00 p.m.

Session 9

A Blueprint for Industry Action.

A Panel Summation of the results of the conference



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Additional names can be sent in a separate letter.

Classical Music

Col Ushers in New Year With Specially Priced LP's

NEW YORK — Columbia Records is beginning 1971 with specially priced Tchaikovsky and Wagner albums and major recordings by Pierre Boulez and Philippe Entremont. The latter is Entremont's first album as a conductor.

Columbia also is continuing its series of Charles Ives recordings, while Leonard Bernstein

and the New York Philharmonic continue their Carl Nielsen series with the "Symphony No. 4."

The Boulez set, the first of his conducting his own work on Columbia, is a first recording of his difficult "Pli Selon Pli" with soprano Halina Lukomska, pianist Maria Bergmann, guitarist Paul Stingl, and mandolinist Hugo D'Alton. Boulez conducts the BBC Symphony.

Entremont's conducting debut is a Satie pressing. The noted pianist conducts the Royal Philharmonic. Many songs in an Ives set with soprano Evelyn Lear and baritone Thomas Stewart are receiving their first recording. Alan Mandel is the piano accompanist.

Eugene Ormandy conducts his Philadelphia Orchestra in a specially-priced Tchaikovsky ballet album. Ormandy and the Philadelphia also have a Shostakovich set, as well as the other specially-priced two-LP package, which contains Wagnerian music. The Juilliard Quartet have a three-record Beethoven set.

Odyssey releases center on Bruno Walter and the Columbia Symphony, who have a two-LP Mahler set, a Beethoven-Schubert pairing, and a Brahms disk. Violinist David Oistrakh is the

soloist with Ormandy and the Philadelphia in Tchaikovsky. Completing the Odyssey is a program of Austrian harpsichord and clavichord music played by Igor Kipnis.

CMS Series Hits the Mark

NEW YORK—CMS' educational series, containing a short biography and compositions by great composers, is a new and welcome package.

The 12-set release is an excellent aid for teachers, students and parents, in that it offers biographical highlights in a concise and easy-to-read fashion. Also included in the guide is a definition of musical terms, listing of recommended listening and reading, and the compositions heard on the record.

Composers on the package are Liszt, Mozart, Schubert, Beethoven, Mendelssohn, Haydn, Tchaikovsky, Bach, Chopin, Brahms, Schumann, Debussy. As to the interpretations of the works themselves, they represent a very adequate reading, done with professionalism, and geared to the buyer's needs.

The records may be bought individually, or come in two special-priced volumes, six for the price of five.

Presents Film On Beethoven

NEW YORK—Several leading artists are featured in the new "Ludwig van Beethoven" film, which had its world premiere performances at Philharmonic Hall, Dec. 15 and 27.

Among the participating orchestras in the film, produced and directed by Hans Conrad Fischer, are the Berlin Philharmonic, Concertgebouw Orchestra of Amsterdam, Vienna Symphony, Hamburg Philharmonic, Beethoven Hall Orchestra, Radio Prague Symphony, and Vienna Philharmonic, with conductors Herbert von Karajan, Lorin Maazel, Otto Klemperer, Leopold Ludwig, Eugen Jochum, Miltiades Caridis, Karl Boehm and Alois Klima.

Other artists include pianists Wilhelm Backhaus, Friedrich Gulda and Joerg Demus, organist Wolfgang von Karajan, vocalists Anja Silja, Theo Adam, Richard Cassilly, Ernst Wiemann and Michael Schopper, the Wilhelm Kempff-Henryk Szeryng-Ludwig Hoelscher Trio, the London Wind Soloists and the Vienna Academy Choir.

Latin America Tape

• Continued from page 15

seller, Frenkel said cassettes are selling well—about 10 percent of his total tape volume. "There is even a demand for 4-track," he said, "although I consider it a dead configuration." He stocks a few titles to satisfy customers.

Frenkel believes the strong showing of prerecorded cassettes is linked to portability of cassette players, as well as the play-back/record feature.

150 Schools Participate In Hungarian Competition

BUDAPEST—The Hungarian Broadcasting System's National Bartok Competition, open to nonmusical schools, attracted the participation of 150 school teams. Answers to the questions, which pre-supposed a fairly extensive knowledge of the Hungarian composer's music, had to be submitted to Radio Budapest within 24 hours.

Already, the preliminary jury, which has to decide which 24 schools would be selected as finalists in the competition, has found that even among the eliminated entries the standard of knowledge about Bartok and his music was greater than of most adult music lovers of, say, 20 years ago.

The teenage competitors had prepared for the semifinals contest for many weeks. They had listened to Bartok recordings at their schools before and after lessons.

The semifinals were held on

Dec. 6. During an hour-long program, the 24 teams were quizzed separately in 24 different studios, where the replies to the questions were tape-recorded.

From this 24 hours of material, the jury panel will pick the eight schools who will take part in the final. The eventual first, second and third places will be decided between Feb. 15 and April 4.

The winning school will receive \$3,333. With the prize money, the winning school can buy stereo equipment, records, etc., for further education purposes. Individually, there will be prizes for exceptionally fine contributions to the various schools' achievements in the contest—cash, vacations, etc.

Through the contest, it is hoped that the pupils will later become collectors of classical records. The contest was held to mark the 25th anniversary of Bela Bartok's death.

Boepple, Professor, Dies

NORTH BENNINGTON, Vt.—Paul Boepple, a leading choral director and professor of music, died here early Dec. 21 of pneumonia. He was 74. He was director of the Desoff Choirs from 1937 to 1968, when he retired. His recordings with the choir have most recently appeared on Vox and Counterpoint.

Boepple also was on the music faculty at Bennington College from 1944 to 1964 and taught at Westminster Choir School in Princeton, N.J., and at the Chicago Musical College.

Boepple is credited with exposing U.S. audiences to Joaquin des Pres, Claude LeJeune, Thomas Luis de Victoria, Heinrich Schuetz and other previously unheard composers for most Americans.

He also reintroduced such neglected stories as Handel's "Israel in Egypt," which he recorded, to U.S. audiences. Among the premieres he led was the world premiere of Honegger's "Judith" in Switzerland in 1924.

Classical Films to Cartrivision

NEW YORK—Three classical music half-hour films have been leased to Avco's Cartrivision system by Av-Ed Films of Los Angeles.

The music programs are part of three series of cultural enrichment shows which Av-Ed is providing Cartrivision. The music shows are "La Danse Lumiere," "The Finland of Jean Sibelius" and "The Norway of Edvard Grieg."

Av-Ed is also providing 10 15-minute children's instructional films on arts and crafts, with each show designed to take the viewer through the process at his own learning pace. The Cartrivision machine will allow the viewer to back wind the tape and repeat sequences.

Cons Form Band 1st LP on RCA

LOS ANGELES—A 50-voice chorus plus a 14-piece band has been formed by inmates of the Tehachapi men's penitentiary, and their first RCA LP is slated for release shortly.

RCA bought them sound equipment and instruments. And, like Capitol Records, which recently signed Denny Hall and released an LP cut at a women's prison, RCA is providing a financial base for the inmate welfare fund. The Tehachapi group's material is written by Sonny Brown, a musician inmate who has composed scores of songs. The LP is titled "Tehachapi Sing Out."

FOSTER LEADS HOUSTON UNIT

HOUSTON—Lawrence Foster has been selected as the Houston Symphony's new conductor in chief. Foster is permanent guest conductor of the Royal Philharmonic in London.

The appointment of Foster fills a post vacant for two seasons following the dismissal of Andre Previn in May 1969.

Foster has been signed already for a total of 16 concerts this season with the Houston Symphony, the next ones coming in February and March when he will lead six dates vacated by the death of Sir John Barbirolli, conductor emeritus.

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BILLBOARD PREDICTS NEXT WEEK'S FASTEST MOVERS

These records have been selected by Billboard's Chart Department and the Billboard weekly computer rankings system to be those most likely to show the strongest gain in next week's Hot 100 Chart.

- LONELY DAYS . . . Bee Gees, Atco
 YOUR SONG . . . Elton John, Uni
 IF I WERE YOUR WOMAN . . . Gladys Knight & the Pips, Soul (Motown)
 I REALLY DON'T WANT TO KNOW/THERE GOES MY EVERYTHING . . .
 Elvis Presley, RCA
 REMEMBER ME . . . Diana Ross, Motown
 BORN TO WANDER . . . Rare Earth, Rare Earth (Motown)
 AMOS MOSES . . . Jerry Reed, RCA
 AMAZING GRACE . . . Judy Collins, Elektra
 WATCHING SCOTTY GROW . . . Bobby Goldsboro, United Artists
 GET UP, GET INTO IT, GET INVOLVED . . . James Brown, King
 I HEAR YOU KNOCKING . . . Dave Edmunds, MAM (London)
 IF YOU COULD READ MY MIND . . . Gordon Lightfoot, Reprise
 LET YOUR LOVE GO . . . Bread, Elektra
 ONE BAD APPLE . . . Osmonds, MGM
 1900 YESTERDAY . . . Liz Damon's Orient Express, White Whale
 APEMAN . . . Kinks, Reprise
 SWEET MARY . . . Wadsworth Mansion, Sussex (Buddah)
 WHEN I'M DEAD AND GONE . . . McGuinness Flint, Capitol
 MOTHER . . . John Lennon, Apple

ACTION Records

NATIONAL BREAKOUTS

SINGLES

There are no National Breakouts this week.

ALBUMS

GORDON LIGHTFOOT . . . Sit Down Young Stranger, Reprise RS 6392

REGIONAL BREAKOUTS

SINGLES

- MIX-ED UP GUY . . . Joey Scarbury, Lionel 3208 (Canopy, ASCAP)
 (Los Angeles, Seattle)
 WHO'S GONNA TAKE THE WEIGHT . . . Kool & the Gang, De-Lite 538 (Delightful/
 Stephanye, BMI) (New York)
 BAD WATER . . . Raellets, TRC 1014 (Unart, BMI) (Philadelphia)

Bubbling Under The HOT 100

101. JODY GOT YOUR GIRL AND GONE . . . Johnnie Taylor, Stax 0085
 102. MAGGIE . . . Redbone, Epic 5-10670 (Columbia)
 103. TIMOTHY . . . Buoy, Scepter 12275
 104. I DIG EVERYTHING ABOUT YOU . . . Mob, Colossus 130
 105. FREEDOM . . . Isley Brothers, T-Neck 927 (Buddah)
 106. BED OF ROSES . . . Statler Brothers, Mercury 73141
 107. YOU'RE THE ONE . . . Three Degrees, Roulette 7097
 108. MIX-ED UP GUY . . . Joey Scarbury, Lionel 3208
 109. I LOVE YOU FOR ALL SEASONS . . . Fuzz, Calla 174 (Roulette)
 110. THEME FROM LOVE STORY . . . Henry Mancini, RCA Victor 47-9927
 111. NEVER MARRY A RAILROAD MAN . . . Shocking Blue, Colossus 123
 112. MAMA . . . Heintje, MGM 14183
 113. GOOD YEAR FOR THE ROSES . . . George Jones, Musicor 1425
 114. NOW THAT I'VE FOUND YOU . . . Larry Santos, Evolution 1029 (Stereo Dimension)
 115. PADRE . . . Marty Robbins, Columbia 4-45273
 116. JOSHUA . . . Dolly Parton, RCA Victor 47-9928
 117. LOVE VIBRATIONS . . . David T. Walker, Zea 500005
 118. FROM THE VERY START . . . Children, Ode '70 66005 (A&M)
 119. RIGHT ON . . . Rascals, Atlantic 2773
 120. BACK TO THE RIVER . . . Damnation of Adam Blessing, United Artists 50726
 121. WAY BACK HOME . . . Jazz Crusaders, Chisa 8010 (Motown)
 122. LONG WAY AROUND . . . Linda Ronstadt, Capitol 3021
 123. TOGETHER WE TWO ARCHIES . . . Kirshner 63-5009 (RCA)

Bubbling Under The TOP LP'S

- KAREN BETH . . . Harvest, Decca DL 75247
 BREWER & SHIPLEY . . . Tarkio, Kama Sutra KSBS 2024 (Buddah)
 SONG OF NORWAY . . . Soundtrack, ABC ABCS OC 14
 DON NIX . . . In God We Trust, Shelter SHE 8902 (Capitol)
 CAT STEVENS . . . Tea for the Tillerman, A&M SP 4280
 BUTTERFIELD BLUES BAND . . . Live, Elektra 7E 2001
 PERCY FAITH . . . Time for Love, Columbia C 30330
 JOHNNY MATHIS . . . Sings the Music of Bacharach & Kaempfert, Columbia G 30350
 MATTHEWS SOUTHERN COMFORT . . . Second Spring, Decca DL 75242
 INCREDIBLE STRING BAND . . . U, Elektra 7E 2002
 GINGER BAKER'S AIR FORCE II . . . Atco SD 33-343
 CONWAY TWITTY . . . Fifteen Years Ago, Decca DL 75248

TOP 40 Easy Listening

These are best selling middle-of-the-road singles compiled from national retail sales and radio station air play listed in rank order.

Wk. Ago	1	2	3	TITLE, Artist, Label & Number	Weeks On Chart
7	19	32		WATCHING SCOTTY GROW Bobby Goldsboro, United Artists 50727 (BnB, BMI)	4
4	4	7		MOST OF ALL B. J. Thomas, Scepter 12299 (Low-Sal, BMI)	6
3	9	12		THE GREEN GRASS STARTS TO GROW Dionne Warwick, Scepter 12300 (Blue Seas/ Craig, ASCAP)	5
2	1	1		IT'S IMPOSSIBLE Perry Como, RCA 74-0387 (Sunbury, ASCAP)	12
1	2	2		ONE LESS BELL TO ANSWER Fifth Dimension, Bell 940 (Blue Seas/Jac, ASCAP)	12
22	—	—		I REALLY DON'T WANT TO KNOW/THERE THERE GOES MY EVERYTHING Elvis Presley, RCA 47-9960 (Hill & Range, BMI/Blue Crest, BMI)	2
5	5	6		ROSE GARDEN Lynn Anderson, Columbia 4-45252 (Lowery, BMI)	9
6	3	3		CAN'T STOP LOVING YOU Tom Jones, Parrot 40056 (Felsted, BMI)	7
9	15	20		FOR THE GOOD TIMES Ray Price, Columbia 4-45178 (Buckhorn, BMI)	22
13	13	15		MY SWEET LORD George Harrison, Apple 2995 (Harrisons, BMI)	6
10	11	13		MR. BOJANGLES Nitty Gritty Dirt Band, Liberty 56197 (Cotillion/Danel, BMI)	10
12	7	9		SILVER MOON Michael Nesmith & the First National Band, RCA 74-0399 (Screen Gems-Columbia, BMI)	7
20	23	—		1900 YESTERDAY Liz Damon's Orient Express, White Whale 368 (Lameja, BMI)	3
8	6	5		DOES ANYBODY REALLY KNOW WHAT TIME IT IS? Chicago, Columbia 4-45264 (Aurelius, BMI)	7
11	12	14		FREE TO CARRY ON Sandpipers, A&M 1227 (Almo/Paeon, ASCAP)	7
17	18	10		KNOCK THREE TIMES Dawn, Bell 938 (Pocketful of Tunes/Jillbern/ Saturday, BMI)	7
25	32	—		SINCE I DON'T HAVE YOU Vogues, Reprise 0969 (Southern, ASCAP)	3
18	34	—		YOUR SONG Elton John, Uni 55265 (James, BMI)	3
19	20	28		FLESH & BLOOD Johnny Cash, Columbia 4-45269 (House of Cash, BMI)	5
14	10	8		HE AIN'T HEAVY, HE'S MY BROTHER Neil Diamond, Uni 55264 (Harrison, ASCAP)	9
33	—	—		BEAUTIFUL PEOPLE/WHEN THERE'S NO LOVE LEFT New Seekers, Elektra 45710 Avco Embassy/ Kama Rippa/Amalanie, ASCAP Yellow Dog, BMI	2
24	24	26		Theme From LOVE STORY Henry Mancini, His Orch. and Chorus, RCA 47-9927 (Famous, ASCAP)	4
26	26	30		CHERYL MOANA MARIE John Rowles, Kapp 2102 (Rosebridge, BMI)	8
29	30	36		SWEET CAROLINE Bert Kaempfert and Orch., Decca 32772 (Stonebridge, ASCAP)	4
16	16	16		MORNING Jim Ed Brown, RCA 47-9909 (Show Biz, BMI)	7
27	35	—		AMAZING GRACE Judy Collins, Elektra 45709 (Rocky Mountain National Park, ASCAP)	3
15	8	4		STONEY END Barbra Streisand, Columbia 4-45236 (Tuna Fish, BMI)	12
28	37	—		LONELY DAYS Bee Gees, Atco 6795 (Casserole/Warner Tamerlane, BMI)	3
21	21	25		SING HIGH SING LOW Anne Murray, Capitol 2988 (All Saints Crusade, BMI)	5
40	—	—		IF YOU COULD READ MY MIND Gordon Lightfoot, Reprise 0973 (Early Morning, ASCAP)	2
23	17	17		HOW ARE THINGS IN CALIFORNIA? Nancy Sinatra, Reprise 0968 (Mills, ASCAP)	6
36	—	—		LOVE THE ONE YOU'RE WITH Stephen Stills, Atlantic 2778 (Gold Hill, BMI)	2
39	—	—		REMEMBER ME Diana Ross, Motown 1176 (Jobete, BMI)	2
34	36	37		DON'T LET THE GOOD LIFE PASS YOU BY Mama Cass Elliot, Dunhill 4264 (Wingate, ASCAP)	4
35	—	—		LOSS OF LOVE Ray Conniff & the Singers, Columbia 4-45267 (Northridge/Levine, ASCAP)	2
37	—	—		MORNING GIRL Jim Pike, Capitol 3006 (Acuff-Rose, BMI)	2
38	—	—		SHOES Brook Benton, Cotillion 44093 (Cotillion/ Muscle Shoals, BMI)	2
—	—	—		Medley From SUPERSTAR Assembled Multitude, Atlantic 2780 (Leeds, ASCAP)	1
—	—	—		FEELIN' KINDA SUNDAY Nancy Sinatra & Frank Sinatra, Reprise 0980 (Don C./BnB, BMI)	1
—	—	—		BUILDIN' A HEAVEN Miss Abrams & the Strawberry Point 4th Grade, Reprise 097	1

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International News Reports

Indie Producers Form An Association in Spain

MADRID—A Spanish Association of Independent Producers—made up of several leading independent record producers—has been formed.

The objects of the association are to promote all kinds of activities within their particular sphere, at the same time respecting the personality and individual freedom of each member to take whichever step he thinks best; to take a practical attitude toward problems facing the record industry; to defend their common interests; to maintain steady and favorable relations with similar organizations abroad as well as to promote overseas product of the associate members.

The association also wishes to become involved in the promotion and organization of artistic festivals; to help protect the morality and prestige of its profession; and to increase its numbers, particu-

larly those producers who have proven records of professionalism as independents. The association, too, wants always to work in close co-operation with the large established record companies—to which it acknowledges publicly its gratitude as well as assuring these companies of the association members' continued collaboration.

The Association of Independent Producers brings together some of the best independent operators on the local scene. They include Luis Aguile, Angel Fabregas, Tony Martinez, Alain Milhaud, Juan Pardo, Tony Ronald and Alfonso Sainz, who represent the following labels: Als 4 Vents, Barlovento, Diabolo, Guitarra, Lola Records, Poplandia, Serie Pirata and Showman (distributed by Columbia, Movieplay, Odeon and RCA).

Artists produced by members of the association include Agua de Regaliz, Andres do Barro, Angie Cat, Camilo Sesto, Ganarios, Carlos Villa, Circus, Dany Daniel, Darwin Teoria, Donna Hightower, Dulces Anos, Elisa Serna, Els Sapastres, Falsterbo 3, Estratagema, Gabriel Salinas, Genesis, Gualberto, H2-O, Ideas Jackie, Jairo, J.E. Mochi, Julian Granados, Kerouacs, La Mosca, Las Madres del Cordero, Los Diablos, Luis Aguile, Manolo Diaz, Maquina, Mike Kennedy, Musica Dispersa, Nena Catherine, Palabras de Cuerda, Pedro Ruy-Blas, Pop Tops, Primer-Wagon, Rafa, Siglo XX, Taranto's, the Pebbles, T.R. Selection and Vertice.

Pathe-Marconi Classics Released

PARIS — Pathe-Marconi has launched a strong campaign through the press emphasizing the high quality of HMV classical recordings.

In conjunction with the campaign, Pathe-Marconi has released a special sampler album with extracts from works by a wide range of composers from Vivaldi to Varese and various French orchestras, ensembles and soloists.

Motown Plans Italian Drive

MILAN — The Tamla Motown group has not reached its hoped-for position in Italy, according to Tamla European representative John Marshall, who was in Milan recently to negotiate a new distribution and sub-publishing deal for the group.

Marshall said that product from the Temptations, Edwin Starr and Rare Earth had made a big impact in France and he felt it would eventually break through more strongly in Italy.

"We are trying to arrange tours and television appearances in Italy for our top artists in order to stimulate greater interest," Marshall added.

ORTF French Writers Collection Takes President's Prize in France

PARIS—The Prize of the President of the Republic in this year's French Academie du Disque awards, has been made to a collection of previously unrecorded works by French composers on the ORTF label, distributed by Barclay.

Producer of the album, which features works by Ballif, Bancquart, Komines, Paer, Rivier, and Vierge, is Charles Duvelle of the ORTF and the award is made for promotion of French music.

Other awards announced at the presentation, made in the Paris Town Hall Dec. 18 in the presence of Valery Giscard d'Estaing, the French Finance Minister, are:

Prix des Arts et Lettres: Lieder by Schubert-Goethe, Schiller, Klopstock, Kenner and Matthisson by Dietrich Fischer-Dieskau and Gerald Moore (DGG). **Prix de la Ville de Paris:** (For the best phonographic production) The Trojans by Berlioz with Vickers, Veasy and Lindholm and the choir and orchestra of the Royal Opera Covent Garden

conducted by Colin Davis (Philips). **Prix due Jury de l'Academie:** Beethoven's Triple Concerto by Oistrakh, Richter and Rostropovitch with the Berlin Philharmonic Orchestra conducted by Herbert von Karajan (EMI).

Prix Florent Schmitt—Contemporary music: C o n c o r d a n c e s (Charles Chaynes); Pour le Kamasoutra (Jacques Charpentier) with Vincent Gemignani and the Paris Percussion Ensemble (Guilde Internationale due Disque—ORTF).

Prix Jacques Rouche: Eugene Onegin (Tchaikovsky) with Vichnievskaja, Altantov and Mazourek and the soloists, choir and orchestra of the Bolshoi conducted by Rostropovitch (Chant du Monde).—Pelleas and Melisande (Debussy) with Shirley, Soederstrom and McIntyre and the soloists, choir and orchestra of Covent Garden directed by Pierre Boulez (CBS).

Prix Arthur Honegger: First Hungarian recording of the complete works of Bartok by the Budapest Symphony Orchestra (Hun-

U.K. Sales Up, Up, Up

LONDON—Predictions made at the half-way mark of a hefty 1970 increase in manufacturers sales, are confirmed in the September figures published by the U.K. Department of Trade and Industry.

Over the nine-month period, it is revealed, home sales were up by 27 percent, with exports increasing by 14 percent. Total sales, 25 percent higher than a year ago, were worth \$61,266,000, compared with \$77,640,000 for the whole of 1969.

Third quarter sales were worth \$19,536,000, with September accounting for \$7,603,000, 10 percent up on the same month last year, and apart from March the busiest month of the year.

Production figures disclose that pressing during the nine-month period were 9 percent ahead of 1969, with September itself reflecting similar increases in relation to the 10,188,000 records manufactured.

9 Composers to Produce Euro Entry for Finland

HELSINKI — A jury comprising members of six Finnish record companies and Oy Yleisradio Ab have chosen nine composers who will be invited to produce Finland's entry for the 1971 Eurovision Song Contest, to be held in Dublin, Eire, on April 3.

The selected composers are Eero Koivistoinen, Jukka Kuoppamaki, Rauno Lehtinen, Esko Linnavalli, Lasse Martensson, Eero Ojanen, Jim Pembroke, Aarno Raninen and Toivo Karkio.

But one of the composers—Toivo Karkio—has decided not to enter a song because he feels that Yleisradio's decision to eliminate all but the selected nine composers from the competition is wrong. He is also against the use of a so-called "expert" jury, instead of a general opinion poll in selecting Finland's representative.

According to Ossi Runne, of Yleisradio's music department, the "so-called expert jury" was convened because new and detailed Eurovision rules had been received at a very late stage in proceedings and there was no time to arrange a competition open to all composers, together with a public

(Continued on page 46)

From The Music Capitals of the World

SAN JUAN

Julio Iglesias, Spanish singer and recording artist (Columbia Espanola) did a one-hour TV show on Channel 7. Iglesias is known for his two recent hits "Gwendolyne" "La Vida Sigue Igual" (Life Continues the Same). This is the first Puerto Rico visit for Iglesias. . . . Frankie Valli and Four Seasons (Philips) appeared at Club Tropicoro of the Caribe Hilton Hotel. . . . Los Chavales de Espana (Tico) presented by Goya Food Products in a one-hour TV Christmas show on Channel 4. . . . Bobby Capo (Gema) appears at El Josco Nightclub, while Trio Los Condes, also Gema Records, played the Hipocampo Nightclub. . . . Myrta Silva (Ansonia) did a one-hour TV show on Channel 4 sponsored by Bacardi Distillers.

Sandro, Argentinian recording and film artist whose latest film "Muchacho" opened in six theaters in the San Juan area and four other houses in Ponce, Arecibo, Caguas and Aguadilla, is also the top-selling international recording artist in this market for CBS-Caytronics. Sandro sings "Trigal," his 1970 hit, in this film and nine other songs. . . . "Cromwell" Columbia Pictures' 70mm film (Capitol Records soundtrack album), opened at the New Broadway Theatre in San Juan and the new luxury house "UA Cinema 150," in the nearby Carolina sector.

ANTONIO CONTRERAS

JOHANNESBURG

Strike Vilakazi has become the first non-white in the country to establish his own label. Three new single releases, "Souls of Thunder," by Roy Vilakazi; "Imali Ise Goli" (The Money Is in Johannesburg) by Bess Kitsokoane and her Sisters, and "Maseru Kwedla" mark the launching of the SDV label. Strike composed and produced a hit some time back called "Meadowlands" for local group the Meteors. . . . Art Heatlie, Trutone musical director, has written and produced the music score for a documentary film "The Peace Game." The film has already won four international awards. . . . Independent record producer and disk jockey David Gresham — his first two productions Sean Rennie's "I'll Walk With You" and Sam Evans' "Ain't Love a Funny Thing" made the charts — has just seen his third production "Sacha" by the Eric Smith Movement enter the local charts. A sound breakthrough was made with "Sacha" recording in that a 35-piece orchestra was used on the country's first 8-track recording machine. Gresham's singles are released through EMI.

HAMBURG

The Les Humphrey singers were presented with a gold disk award Dec. 23 following their success in many countries outside Germany. Publisher Hans Sikorsky reports that the group hit the No. 1 spot in the Argentine with "Soolaimon" and has scored in the Dutch and Belgian charts as well. . . . Peer Musikverlage is publishing the first recording of Sheila McKinlay, "And When the War Is Over," in Germany, Austria, Switzerland, Benelux and Scandinavia. . . . Peter Maffay has been awarded a German gold disk, together with writers Michael Kuntze and Peter Orloff for his recording of "Du."

mune de Paris 1871 by Les Quatre Barbus (SERP).—Today: J'Habite en France by Michel Sardou (Philips).

The presentation was made by Tanja Berg at a reception in Tunis organized by Teldec's Guenther Braeunlich. . . . Teldec has released the first 2,000 copies of the Curved Air album. . . . The 40 millionth disk to be pressed at the Deutsche Grammophon plant in Hannover was produced the day before the 200th anniversary of Beethoven's birth. . . . Eric Burdon and War play Hamburg Jan. 9 followed by Duesseldorf (10), Munich (12) and Frankfurt (13) and Polydor is releasing a new double album to tie in with the tour. . . . Polydor has renewed its recording contract with bandleader Alfred Hause.

WALTER MALLIN

MILAN

Phonogram has acquired distribution of the Arcophon catalog which comprises ancient and contemporary music. . . . For the first time in Italy CBS-Sugar launched, in conjunction with Discografia Internazionale a contest, "Totodisco," for record retailers requiring them to make sales forecasts for the latest CBS releases. First prize is a week's holiday in London. . . . Christie, the U.K. group which has been two months in the Top Ten with "Yellow River," distributed by CBS-Sugar, will tour Italy for two weeks. . . . Composer/singer Lucio Battisti (Ricordi) has broken the grip of foreign records on the Italian chart with his "Anna," published by Acqua Azzurra.

CISAS, one of the Italian artists' unions, has threatened to boycott the Canzonissima contest because of disagreement with RAI, the state-owned radio and TV company, over artists' and composers' royalties. . . . Lally Stott's "Chirpy Chirpy, Cheep Cheep" published by Alfiere, is the first English song recorded in Italy to be released outside Italy. Philips will issue it in the U.K., Holland, France, Germany, U.S., Switzerland and Austria. . . . The Guess Who were in Italy to promote their new single and the LP "Share the Land" (RCA-Italiana). . . . Lino Terruzzi has been appointed a&r manager of the EMI Pop International department. . . . Singer Massimo Ranieri (CBS), who is making his third film, "Bubu of Montparnasse," represented Italy at the UNICEF Eurovision Gala in Lausanne. Meanwhile CBS has released Ranieri's second LP. . . . Italian avant garde group, the New Trolls, formerly with Fonit-Cetra, have signed with RCA. . . . Caterina Caselli has recorded an English single, "Colours Are Changing" which she will promote on U.K. TV and radio. . . . Jamaican singer Desmond Decker is to visit Italy for concert and TV appearances. . . . Patty Pravo (RCA) has recorded an Italian version of the Jacques Brel song, "Ne Me Quitte Pas." PEPPLO DELCONTE

LONDON

A record number of U.K. participants for the coming MIDEM has been reported by Roger Watkins, U.K. representative for the MIDEM organizers. More than 90 U.K. firms have booked stands and among the companies making the MIDEM debut are Warner Bros. Music (U.K.), Pace International, Chrysalis, Deacon Records and Ambassador Music. The Music Copyright Protection Society (MCPS) will also be represented at MIDEM for the first time. . . . Pickwick International, the budget record company, has "adopted" the aircraft carrier Ark Royal and in future it will supply the ship's two radio stations with copies of all releases as they become available.

(Continued on page 46)

This American is no.1 in France

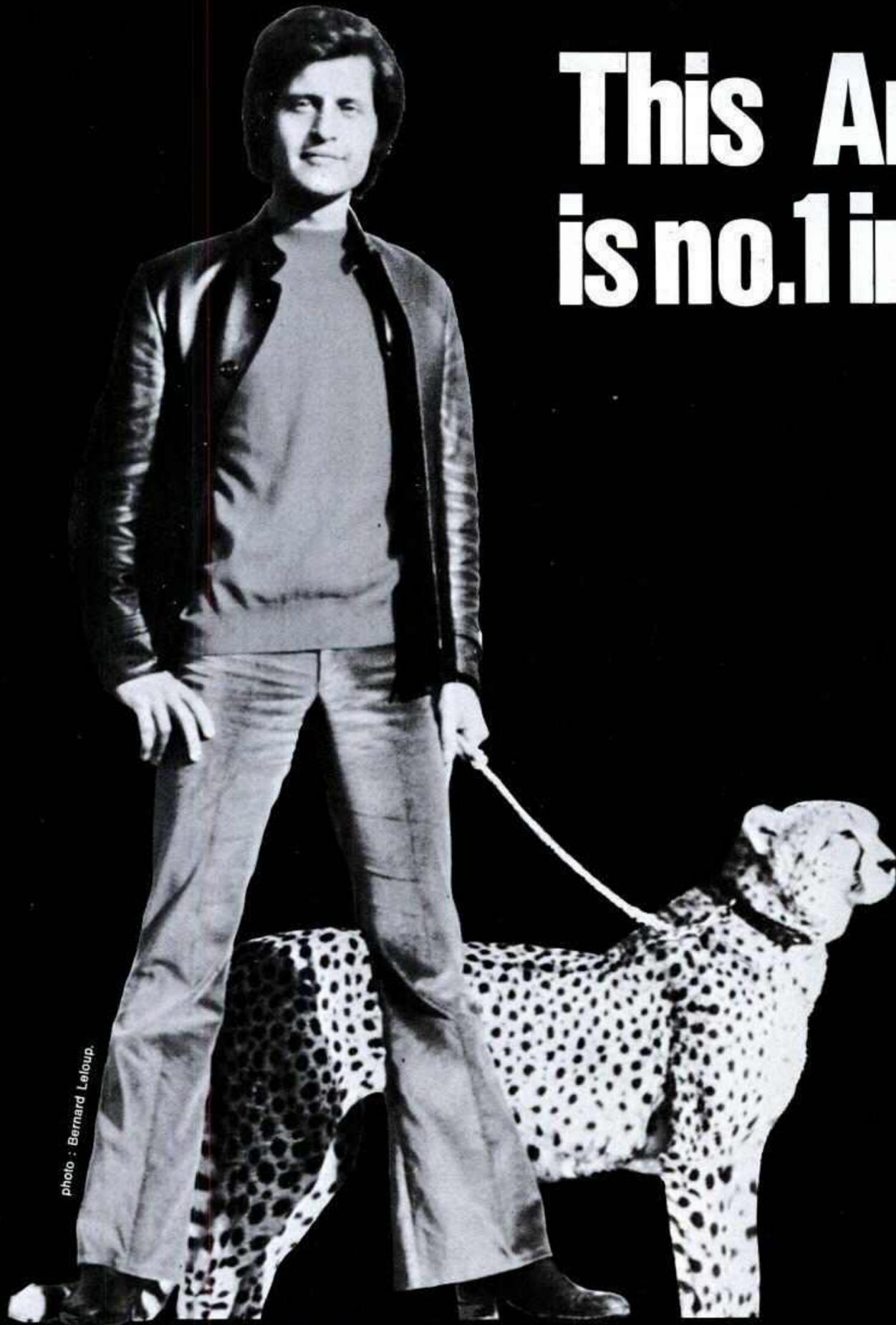
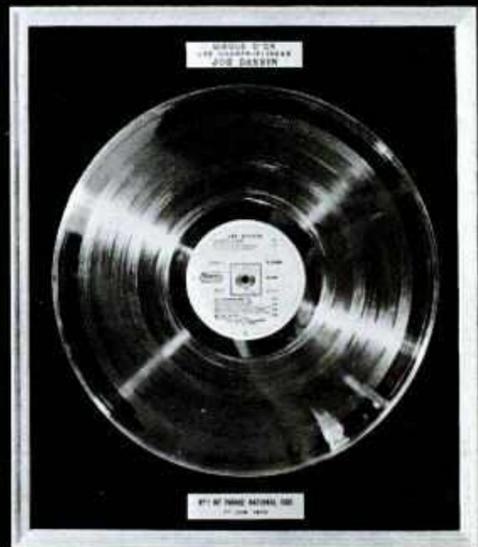


photo : Bernard Leloup.



* No.1 ALBUM
LES CHAMPS-ELYSEES
6-1-70

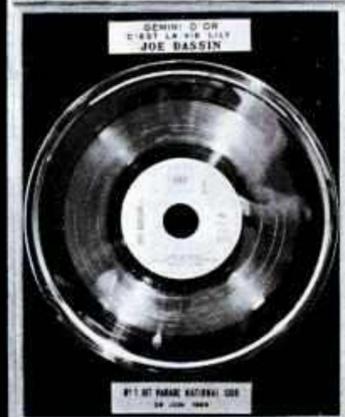
JOE DASSIN



No.1 Single
SIFFLER SUR LA COLLINE
9-1-68



* No.1 Single
MA BONNE ETOILE
12-7-68



* No.1 Single
C'EST LA VIE LILY
6-28-69



* No.1 Single
BILLY LE BORDELAIS
2-1-70



* No.1 Single
L'AMERIQUE
3-1-70

* All these records have hit No.1 place on the French National Hit Parade CIDD

International Executive Turntable

Mike Everett named head of a&r RCA, U.K. together with the appointment of another Philips man, promotion manager Richard Swainson, as promotion manager U.K. repertoire, RCA. Everett joins RCA from Philips where he has been album co-ordinator for the past 14 months, having previously worked as assistant sales manager. Swainson, formerly with Radio London, Radio Caroline and MGM, will share promotion responsibility with Tommy Loftus who takes over plugging of U.S. material.

In a reorganization of the Philips U.K. management team, Roy Tempest, the former cassette product manager has been made pop product manager. Reporting to him will be John Hardman, special projects development; and Paul Swainson, both with responsibilities towards tape product. John Franz has been named head of a&r which includes Brian Sheperd and Andy Black. Paddy Fleming is the company's pro with special responsibilities for artists' development. Don Percival has been appointed pop promotions manager. Another new appointment is Richard Thomas to field sales manager. Caesar Voute, the former exports manager, will be returning to Holland and his post will be filled by Howard Harding who will coordinate the export department with his present duties in international promotions. In the realignments, which take effect from Jan. 1, all the marketing and sales department report to Hilton Price executive assistant to managing director Fred Marks. Administration departments including the press office report to Marks.

Steve Collyer, for the past 18 months a broadcasting promotion man for Decca Records, moves to CBS succeeding former CBS promotion man Dave Margerson who was recently appointed to the CBS a&r department. Collyer, also a songwriter published by Belwin Mills, will continue to work also as a composer. Tim Heath, son of the late band leader Ted Heath, replaces Collyer at Decca.

Polydor U.K. Revamp, Increases Sales Force

LONDON—In a major revamp of marketing activities, U.K. Polydor has re-divided the territorial responsibilities of its sales force and increased the total strength from 22 to 34.

To cope with the company's drive towards greater concentration at the retail end of the business, Polydor has appointed two new area managers and 10 additional salesmen.

The new area chiefs, bringing the total to five, are George Wishart and Gerry Smith, both promoted from the sales team. Wishart takes responsibility for Scotland and the northern counties, with Smith in control of the east of England, East Anglia and the home counties.

Under the new arrangement effective from January 1, sales manager Eddie Webster will have reporting to him sales manager Mike Hutches, plus the two new area chiefs and the existing supervisors, Bob Miller (London and southeast England), Biu Lamb (Midlands West of England, South Wales), and Ray Jenks (north West England, including North Wales).

Each area manager will control between three and six salesmen, with the strength in some territories including a junior.

"The changes will enable us to concentrate more on the merchan-

CBS/Sony Gift Packs A Hot Japanese Seller

TOKYO—Just under \$2.5 million worth of specially prepared "Gift Pack" double-LP sets for CBS/Sony in less than two months has been sold, announced Hiroshi Kanai, manager of CBS/Sony's international a&r, promotion and advertising section in the company's Tokyo head office. The records are in the "best-of-the-best" vein from pop, classical and light classical fields.

Tats Nozaki, general manager, international, told Billboard that record retailers throughout Japan unanimously accepted the "gift pack" plan when it was first presented through company field men in September. Dealers were provided with special display wagons, posters, order blanks and samples of each of 20 record sets in the series. By the end of September some 250,000 orders had been received, and another 50,000 orders were in by the middle of October. CBS/Sony decided to limit production of the sets at the 300,000 mark, thus living up to their claim that the records were "limited editions."

CBS, U.K. to Launch Mid-Price Album Line

LONDON—CBS Records, one of the last of the major independent companies in this country to inaugurate a mid-price line of albums, is considering the launch of one, with a proposed name of Harmony, in February.

The label's catalog is likely to open with product from its heavy backlog of classical material, but by midyear will expand into popular repertoire as well. It is understood that retail price may be in the \$2.38 bracket.

The new label will not jeopardize existing agreements between CBS and Pickwick Records, which releases in Britain some of the material from the American Harmony catalog.

CBS is also working on a project to launch the Epic label in this country, possibly in January

with an album by Sly and the Family Stone.

At the same time, Nems, whose label distribution through CBS has now expired, is considering a progressive label to be handled through EMI. Label administrator is Nem's Stephen O'Rourke. Name of the label and other details are unknown at this time. EMI assistant managing director Ron White said that an agreement has been made with Nems, but that further particulars would not develop until after Christmas. The label should be launched in late January or early February.

Each "Gift Pack" sold for 3000 yen (\$8.33) package. Also included were full-size posters of the artist or orchestras and pamphlets containing the liner notes, words and music and other information.

The six top-selling items were, in order: Simon and Garfunkel, The Brothers Four, Miles Davis, Percy Faith, Trio Los Panchos and Today's Great Movie Hits. The Donovan and the Bob Dylan packages were at the bottom of the popularity lists.

In-store promotions as well as local advertising and publicity was handled by the individual dealers in their own areas while nationwide campaigns were financed by CBS/Sony.

The majority of the orders were placed by dealers who had already sold the merchandise to waiting customers, helping to avoid the usual cash/credit squeeze which restricts the size of stock-on-hand in Japanese retail outlets, said Nozaki. Planning for the series was begun far in advance of the usual holiday-season push.

The six top-selling items were, in order: Simon and Garfunkel, The Brothers Four, Miles Davis, Percy Faith, Trio Los Panchos and Today's Great Movie Hits. The Donovan and the Bob Dylan packages were at the bottom of the popularity lists.

The company will also release a mid-price sampler album titled "Garden of Delights" featuring most of label's most commercial acts. . . . A&M's Ronder Music company has concluded a deal to represent Buddy Miles' Miles Ahead Music throughout the world.

Pye's Profits Up —ATV Report

LONDON — Judging from the financial report just issued by Associated Television Corp., parent of Pye Records, for the six months ending last Oct. 11, the independent television business is down but the record business is up.

ATV group profit before government levy and taxation for that period was down to \$9.6 million from the \$10.2 million profit for the same period of 1969.

Profit from the firm's television activity alone, taken after levy, had declined from last year's figure of \$916,000 to \$250,000 for this year. Fortunately, ATV's other divisions have done somewhat better, including Pye Records which is said to be having its best year ever. The group profit statement is taken after deduction of the full 28 weeks' charge of \$766,000 for interest on the Loan Notes and Loan Stock issued on the acquisition of Northern Songs which last year amounted to a deduction of \$134,000, together with a further deduction of \$460,000 this year for the cost of financing capital expenditure.

CKGM Tops In Montreal Poll

MONTREAL—In the latest radio ratings, CKGM has become the city's leading AM rock station, beating the previous top rock station, CFOX.

The station has been playing rock since August 1969, without achieving much success. CKGM also has Montreal's only FM rock outlet. In the survey, CKGM came in overall second, compared with CFOX in fifth place.

From The Music Capitals of the World

Continued from page 44

Associated British Picture Corp., EMI's principal entertainment subsidiary, is changing its name to EMI Film and Theatre Corp.

The company embraces all of EMI's film production and distribution activities, together with a number of other trading companies including the Grade organization, the Blackpool Tower company and EMI Film Music, previously called Associated British Music. . . . Elektra will make its debut via CBS distribution in February with a release of six albums, two of them two-record sets. The

The Telephone Number Which Was Omitted From The A. Schroeder Music Corp. Ad In The "Talent In Action" Issue For Their London Office Is . . .

HYD 2506

Composer-arranger John Cameron has been signed to write the score for Berthold Brecht's "A Man Is a Man" which is being performed at the Royal Court Theatre in March. . . . Alan Lester, a former sales manager of the MCA company here, is launching his own company to be called Polymax Music which will manufacture its own cassette and cartridge players. Polymax will also issue its own cassettes; acquiring product from a record company as yet not named.

PHILIP PALMER

Diablos Gets A Gold Record

BARCELONA—Spanish vocal-instrumental group, Les Diablos, has been given a gold disk award for "Un Rayo de Sol" (A Sunbeam) which broke all sales records for the Spanish pop music market. The group's record company, Odeon, state that sales of "Un Rayo de Sol" have passed the 410,000 mark.

The recording was also voted as 1971's "Song of the Summer" as a result of a contest organized by the local Radio Network SER and the weekly music magazine, El Musical. The record topped the Spanish charts for no less than 15 weeks—another first time.

The song was recorded in English by Los Diablos, under the title "Dancing in the Sun." It has been released in other European countries as well as in the U.S. The Spanish version was released throughout South America. Distribution, in each case, was through the EMI organization. "Un Rayo de Sol" made No. 1 in Israel and also scored heavily in the Danish charts.

Produce Euro Entry

Continued from page 44

opinion poll which could well have brought in about 50,000 replies—as had happened in past years.

The Finnish entry will be selected from eight candidates at a special TV ceremony—transmitted live, and in color—on Feb. 13.

HELSINKI

The Finnish branch of the IFPI is optimistic over plans to start all-industry record sales charts for LP's and singles. The charts—top 20s—will be compiled from information supplied by a different sample of 40 retailers each time. To encourage dealer participation in the scheme, the IFPI branch is planning to offer retailers copies of the charts to display in their shops. . . . Finnlevy sales manager Osmo Ruuskanen will attend MIDEM this year. . . . Fonovox's entry into rack jobbing has been delayed until late this month. . . . A plan to present gold records to artists who have sold 10,000 albums is being considered by the Finnish record industry. If accepted, this will mean gold disks for the Beatles, Tom Jones, Simon and Garfunkel and the soundtrack from "The Sound of Music." In the singles field, gold disks are awarded to records selling 30,000—a figure achieved so far by only ten releases. . . . Silbelius Symphony No. 2 by the Berlin Philharmonic Orchestra conducted by Okko Kamu (DGG) has become the all-time best-selling classical album in Finland after only six weeks of release. It has sold more than 4,000 copies.

The "George" trophy, awarded annually to the best Finnish jazz musician by the Finnish Jazz Federation has been presented to pianist Heikki Sarmanto, who is currently studying at the Berklee School, Boston. . . . The popular radio program "Lista" has ceased after a run of three years. The longest running "Lista" hit was "Iltatuulen Viesti" by Aikamieh (Finlandia) which scored 1697 points during a run of 91 weeks. Second was "Koskaan et muuttua saa" by Pasi Kaunisto (Decca) with 1023 points. . . . New signings to the EMI roster include former Scandia artist Carola and former Discophon artist Viktor Klimenko. KARI HELOPALTIO

DUBLIN

Polydor will shortly release a three LP set, "Fresh From the Can," with tracks by Jimi Hendrix, Cream, Richie Havens, Who and Blues Project. The three albums come in a tin. . . . Polydor has also a third LP by Taste. Titled "Live Taste," all but one of the numbers are by Rory Gallagher. The exception is "Sugar Mama." Among the other tracks are "Catfish," "Same Old Story" and "Feel so Good." . . . Irish independent labels are having exceptional success with singles currently. Release has four disks in the Top 20—by Dermot Hegarty, Jim O'Conner, Brendan Shine and Brian Coll. And Ruby has two of the biggest hits of recent months—Margo & The Country Folk's "I'll Forgive and I'll Try to Forget" and Dermot Henry & The Virginians' "If Those Lips Could Only Speak." . . . On (Continued on page 47)

DEE HIGGINS TO CUT SINGLE

TORONTO — Early Morning Productions' singer Dee Higgins returns to the studios this week to cut a single for an as yet unnamed label.

Early Morning's Al Meir said that David Bromberg would be among the musicians on the session. Bromberg's recent credits include Bob Dylan's "New Morning" album.

The single, which is being produced by Denis Murphy, will be cut at the recently completed Thundersculpture Studios, owned by Will Webster.

Process Reproduces Sheet Music on Film

• Continued from page 1

Berandol has collaborated with Bell & Howell in producing musichrome, a 1,000 fiche basic music library of standard classical repertoire. This library will be marketed to high schools, universities, music libraries and conservatories in the U.S. One of the advantages of the microfiche method is that it eliminates page-turning by members of an orchestra. The music can be produced on a screen the size of a shoebox on separate music stands.

Berandol is also negotiating with a piano and organ manufacturer to build a microfiche reader into certain models. Economic savings to prospective purchasers is "quite staggering," said Cruickshank who also noted that the cost of reproducing music on

MCA Pushing Elton John

TORONTO — MCA's national promotion director, Allan Matthews, reports that the label is putting a strong promotional push behind Uni's Elton John. The single of "Your Song" is receiving heavy airplay from coast to coast, and many AM stations are programming cuts from the John album.

MCA has just released the cassette and 8-track configurations of the album. John will visit Toronto on his next North American tour.

microfiche is less than 10 percent of the sheet music costs.

Berandol said that microimagery will be a billion dollar industry by 1975 and Cruickshank reports that several record companies have expressed interest in having microfiche custom-made for new classical releases.

Moms & Dads Getting Push

TORONTO—MCA's Moms and Dads, a very strong West Canadian act, is getting a strong Eastern push from the company.

The group's first album, "Presenting the Moms and Dads," is nearing 50,000 sales. And the second album, "In the Blue Canadian Rockies," already over 30,000 units, claims MCA.

A single, "The Rangers Waltz," in addition, accounted for 40,000 copies, said MCA.

Gamma Records To MIDEM

MONTREAL — Gamma Records, represented by Dan Lazare, will be participating with the Canadian delegation at MIDEM. For the first time the delegation is being sponsored by the Canadian government.

Gamma Records currently has an international hit by Robert Charlebois, "Ordinaire"—No. 1 in French Canada and doing well in France and Benelux. An Italian

PHONOGRAM IN GLOBAL TIE

HAMBURG—Phonogram Tongesellschaft GmbH has signed a distribution contract with Global Records. The contract, which will be operative for several years, covers distribution rights for West Germany and Berlin, Austria and Switzerland, and takes effect as from Jan. 1.

Sole owner of Global Records is music publisher, Peter Kirsten.

Chappell Deal With Tremblay

TORONTO — Chappell & Co. has signed a co-publishing deal with Georges Tremblay of Montreal. Chappell's Cyril Devereaux said that the worldwide deal involved Tremblay's recently formed Mojak Music (CAPAC) and Critremfort Music (BMI).

Tremblay is one of Quebec's most successful arrangers, with credits including Ginette Reno, Michel Richard and Pierre LaLonde.

Tremblay's production arm, Mojak Productions, has just completed a single with France Castel for RCA, and Tremblay is writing the complete soundtrack of a full length film, "Pas de Vacances Pour Les Idoles."

He is also preparing an English and French album for Christine Chartrand.

version has been released for the Italian market.

The company has released three singles, by Green and Staggs, Ellie and Country Fair.

From The Music Capitals of the World

• Continued from page 46

its latest Pye single—an instrumental "Boola, Boola," the **Drifters Showband** is billed as **Drifter Sound**. . . . **Gerry Cronin**, of the **Ohio Showband**, appeared on Radio Eireann's "Singer & Song" series, which has already featured such artists as **Dana**, **Sonny Knowles**, **Dickie Rock** and **Tommy & Jimmy Swarbrigg**. The Ohio's latest Emerald single is "One Step Away From Nowhere."

Love Affair and Fair Weather will be here for dates during January. . . . **Roy Orbison** returns for a two-week tour around Easter. . . . **The Tremeloes** appeared on this year's Telefeis Eireann Christmas Night Show, coinciding with the group's 25th Irish tour. The Tremes performed in Castlebar, Kildare, Bandon, Carndonagh, Derry, Dublin and Cork. . . . **The Wolfe-Tones** is to have its own series on Telefeis Eireann shortly. Starting at the end of this month, the folk group's guests will be **Patricia Cahill** and **Dermot O'Brien**. The series will run for 12 weeks. . . . **Boy Pye's Marble Arch** label and **Decca's Eclipse** have horoscope albums on the market. . . . **Skid Row** played dates in Belfast, Waterford, Cork, Limerick, Dublin and Newry, with **Duster Bennett** as its special guest. . . . **Dickie Rock & The Miami** played for three days in cabaret at the Tudor Rooms, Dublin. . . . Release issued the first LP by the **Emeralds**. The album—"The Emeralds of Wexford," includes the group's versions of "Boo-lavogue," "Deportees" and

"Old Ireland Free Once More." . . . Irish Record Factors released the four-album boxed set, "Worldwide 50 Gold Award Hits, Vol. I," by **Elvis Presley**, complete with a 20-page photo book. . . . **The Freshmen's "Peace on Earth"** album was spotlighted by **Kid Jensen** on Radio Luxembourg. Sales in Ireland have topped 3,000 copies. . . . "Hair" is likely to be staged in Dublin, Belfast and Cork during 1971.

Honey issued "Once a Day," by **Chuck Winter/Michael O'Callaghan's** big band. . . . **Danny Doyle** is guest artist on **Tom & Paschal's** show, at the City Theater, Limerick. The show, which began on Dec. 26, will run for three weeks.

JOHANNESBURG

German artist **Udo Jurgens** opened at Civic Theatre, Dec. 14. . . . Durban group and Polydor artists **The Third Eye** have recorded country's first rock suite, "Awakening." . . . Beach Boy **Carl Wilson** and South African non-white group the **Flame**, who have been for the past three years in the U.S., U.K., and Canada, arrived here Dec. 22 for tour of the country. Wilson is managing the group. **PETER FELDMAN**

STOCKHOLM

Irish folk group, the **Johnstons** (Sonet), appeared on a recent Swedish TV program produced by **Mona Sjostrom**. The Johnstons toured Sweden last summer. . . . **Diddlers** (Sonet) has changed its title to **Lat Och Trall**, after switch-
(Continued on page 48)

The Twentypencers.

EMI enjoy a 20% share of the world record market. Which is quite impressive when you consider that, at a rough estimate, there are 4,999 other record companies battling for the business.

To stimulate and satisfy world demand there is a strategic global placement of 30 EMI Companies and 20 licensee organisations.

These are backed by the resources, research, experience, expertise and capital that enable EMI to keep ahead of the rest.

Twenty per-cent ahead.



THE GREATEST RECORDING ORGANISATION IN THE WORLD

EMI LTD., LONDON, ENGLAND.

HITS OF THE WORLD

AUSTRALIA

(Courtesy Go-Set)

This Week	Last Week	Title	Artist	Label
1	2	IT'S ONLY MAKE BELIEVE	Glen Campbell (Capitol)	Capitol
2	1	LOOKING OUT MY BACK DOOR/LONG AS I CAN SEE THE LIGHT	Creedence Clearwater Revival (Liberty)	Liberty
3	3	CRACKLIN' ROSIE	Neil Diamond (MCA)	MCA
4	5	SONG OF JOY	Miguel Rios (A&M)	A&M
5	4	LOOK WHAT THEY'VE DONE TO MY SONG, MA	New Seekers (Philips)	Philips
6	9	I THINK I LOVE YOU	Partridge Family (Bell)	Bell
7	6	JULIE, DO YA LOVE ME	Bobby Sherman (Metromedia)	Metromedia
8	7	JOANNE	Mike Nesmith (RCA)	RCA
9	8	MONTEGO BAY	Bobby Bloom (Polydor)	Polydor
10	10	CLOSE TO YOU	Carpenters (A&M)	A&M

BRAZIL

(Courtesy I.B.O.P.E.)

This Week	Last Week	Title	Artist	Label
1	1	MENINA	Paulinho Nogueira (RGE)	RGE
2	2	CANDIDA	Dawn (Odeon)	Odeon
3	3	EU TE AMO, MEU BRASIL	Os Incríveis (RCA)	RCA
4	4	WHERE DO I GO	Julius La Rosa (RCA)	RCA
5	5	CRACKLIN' ROSIE	Neil Diamond (Chantecler)	Chantecler
6	6	PROCURANDO TU	Trio Nordestino (CBS)	CBS

7	PAIXAO DE UM HOMEM	Waldik Soriano (Continental)
8	NEVER MARRY A RAILROAD MAN	Shocking Blue (Polydor)
9	JOSE NALVA AGUIAR	(Beverly)
10	NAO CREIO EM MAIS NADA	Paulo Sergio (Caravelle)

BRAZIL

(Courtesy I.B.O.P.E.)

This Week	Last Week	Title	Artist	Label
1	1	CANDIDA	Dawn (Odeon)	Odeon
2	2	YELLOW RIVER	Christie (Epic)	Epic
3	3	PAIXAO DE HOMEN	Waldick Soriano (Continental)	Continental
4	4	NAO CREIO EM MAIS NADA	Paulo Sergio (Caravelle)	Caravelle

5	I'LL BE THERE	Jackson Five (Tape Car)
6	LONDON, LONDON	Gal Costa (Philips)
7	EU TE AMO MEU BRASIL	Os Incríveis (RGE)
8	NEVER MARRY A RAILROAD MAN	Shocking Blue (Polydor)
9	JOSE—Rita Lee (Polydor)	
10	REFLECTIONS OF MY LIFE	Marmalade (Odeon)

CANADA

(Courtesy Maple Leaf System)

This Week	Last Week	Title	Artist	Label
1	1	MY SWEET LORD/ISN'T IT A PITY	George Harrison	Apple

From The Music Capitals of the World

Continued from page 47

ing its repertoire more to Swedish songs. . . . **Sting Brass** (Telstar) disbands after New Year's Eve. . . . Philips-Sonora is strongly promoting for the Vertigo label. . . . CBS, Cupol and Date released nine new albums during November and December. The LPs were by Swedish artists only. . . . Intersound has signed singer **Pierre Strom** and has released his first album. The label is distributed by CBS-Cupol. . . . **Leif Illernas** has opened a club for artists: Club Grym. . . . EMI has released an album by the late **Jimi Hendrix** on the Stateside label called "Early Jimi Hendrix." . . . Sonet has issued two albums by debut artist. One is by **Kerstin & Goran**; the other is by solo artist, **Claes af Geijerstam**. . . . The latter was once a member of the big-selling Sonet group, **Ola & Janglers**. . . . Sonet has obtained the Swedish rights to distribute the U.K. label Village Things Records,

. . . **Gerry Bron**, of the Bron Organization, and **Rod Buckle** of Sonet (London) visited the Sonet offices in Stockholm on business. . . . Royal Sound Inc. is represented in Sweden by KSH Audio Center. . . . **Sten & Stanley** (Decca) visited East Berlin for appearances there. . . . **Roland Ljung** has released another single on the Flop label.

Frank Dahlberg-Scason, Svenska AB has signed an agreement with Automatic Radio International, Melrose, U.S.A., to market the U.S. company's product in Sweden. To demonstrate the Automatic Radio International product, a special display was arranged at the U.S. Trade Center in Stockholm on Dec. 8-12. Information was given by Scason representative **Hans Konradsson**. . . . **Arne Qvick** (Karusell) has been given a gold disk award for his recording of "Rosen" which sold more than 100,000 copies in Sweden. Qvick is no longer in show business. . . . More than 40 artists and groups showed up at the Folkpark's Forum, Gathenburg. . . . Pyramid Records, distributed by GDC, has released a number of records featuring accordion music. . . . Anette Records has started issuing cassettes and cartridges. . . . Electra strongly promoting U.S. singer, **Jack Downing**, and his Swedish-recorded album, "Now & Then" (RCA). . . . **Lilliane Hakansson** (MCA) has recorded a Swedish version of **Kris Kristofferson's** "Me & Bobby McGee." . . .

KJELL E. GENBERG

TORONTO

Liam Mullan of A&M reports more than a dozen chartings on Tundra's "Band Bandit," the label's first entry into the Canadian talent scene. . . . Warner Bros. **Tom Williams** is re-servicing the "Just Good Old Rock 'n' Roll" album by the **Electric Prunes** and **Jerry Jeff Walker's** "Mr. Bojangles" set. . . . Top single at London's Ontario Branch is **Canned Heat's** "Let's Work Together." . . . **Engelbert Humperdinck** at the Elmwood Casino in Windsor, Feb. 26-March 6. . . . Interest in earlier **Moody Blues** albums, following the success of "A Question of Balance." . . . **Chris Kearney's** new single is "Rocking Chair Ride." . . . **Neil Young's** January appearance at Massey Hall is already sold out. . . . With U.S. Billboard charting of "Official Music" by the **King Biscuit Boy**, several stations are now programming the LP as a U.S. hit album. . . . GRT will pull a single from the "Tom and Judy" album early in the next year. . . . A new album from **Beverly Glenn Copeland** is also expected in the early part of 1971 from GRT.

Toronto Sound's **Terry Brown** currently holidaying in hometown of London, England, with wife **Linda**. . . . **ARCAB's** newly appointed PR man, **Mike Doyle**, visited Toronto last week. . . . **Steve Miller Band** at the Vancouver Coliseum on Jan. 14. . . . Columbia has pulled the "Suzanne" single from the **Leonard Cohen** album. **RITCHIE YORKE**

2	NO MATTER WHAT	Badfinger
3	BE MY BABY	Andy Kim
4	DOES ANYBODY KNOW WHAT TIME IT IS	Chicago
5	BLACK MAGIC WOMAN	Santana
6	THE TEARS OF A CLOWN	Smokey Robinson & the Miracles
7	DOMINO	Van Morrison
8	KNOCK THREE TIMES	Dawn
9	YOU DON'T HAVE TO SAY YOU LOVE ME	Elvis Presley
10	STONED LOVE	Supremes

ITALY

(Courtesy Discografia Internazionale)

*Denotes local origin

This Week	Last Week	Title	Artist	Label
1	1	ANNA/EMOZIONI	Lucio Battisti (Ricordi)—Acqua Azzurra—Acqua Azzurra	Acqua Azzurra
2	2	IO E TE DA SOLI	Mina (PDU)—PDU/Acqua Azzurra	PDU/Acqua Azzurra
3	3	L'APPUNTAMENTO	Ornella Vanoni (Ariston)—Ariston	Ariston
4	6	UN FIUME AMARO	Iva Zanicchi (Ri-Fi)—Curci	Curci
5	7	MA CHE MUSICA	Maestro—Raffaella Carrà (RCA)—Amici del Disco	Amici del Disco
6	5	GIRL I'VE GOT NEWS FOR YOU	Mardi Gras (Map City)—Fama	Map City
7	4	SOGNO D'AMORE	Massimo Ranieri (CGD)—Suvini Zerboni	CGD
8	9	AL BAR SI MUORE	Gianni Morandi (RCA)—RCA/Amici del Disco/Mimo	RCA/Amici del Disco
9	8	NEANDERTHAL MAN	Hotlegs (Fontana)—Francis Day	Fontana
10	—	VENT'ANNI	Massimo Ranieri (CGD)—Ariston	Ariston
11	11	PARANOIA	Black Sabbath (Vertigo)—Aromando	Vertigo
12	16	VIVO PER TE/DOVE VAI	Dik Dik (Ricordi)—Come Il Vento/Pegaso—Curci	Ricordi
13	10	SPRING, SUMMER, WINTER AND FALL	Aphrodite's Child (Mercury)—Alfiere	Mercury
14	—	L'UOMO E LA VALIGIA	Mino Reitano (Durium)—Fiumara	Durium
15	14	BLACK NIGHT	Deep Purple (Harvest)—Francis Day	Harvest
16	19	IO RITORNO SOLO	Formula 3 (Numero Uno)—Acqua Azzurra	Numero Uno
17	13	BENEDETTO MARCELLO: ADAGIO	Solisti Veneti (Curci Erato)—Curci	Curci
18	—	NON ANDARE VIA	Patty Pravo (RCA)—Esedra	RCA
19	12	ROOTS OF OAK	Donovan (Epic)—Sauter	Epic
20	17	IN THE SUMMERTIME	Mungo Jerry (Pye)—Carre D'As	Pye
21	—	IMMIGRANT SONG/BRON-Y-AUR STOMP	Led Zeppelin (Atlantic)—Superhype—Superhype	Atlantic
22	—	ANONIMO VENEZIANO	Stalvia Cipriani (CAM)—Campi	CAMI
23	—	LA MIA VITA, LA NOSTRA VITA	Caterina Caselli (CGD)—Fama	CGD
24	18	TU SEI TU	Eric Charden (II)—RCA	RCA
25	—	PORTAS ANDALUCES	Aquaviva (Carosello)—Curci	Carosello

ITALY

(Courtesy Music Labo Co., Inc.)

*Denotes local origin

This Week	Last Week	Title	Artist	Label
1	1	KYOTO NO KOI	Yuko Nagisa (Toshiba)—Taiyo Music/UA	Taiyo Music/UA
2	2	MANDOM	Jerry Wallace (Liberty)—Tokyo Ongaku	Liberty
3	3	HASHIRE KOTARO	Salty Sugar (Victor)—Nichion	Victor
4	4	NEVER MARRY A RAILROAD MAN	Shocking Blue (Polydor)—Aberbach	Polydor
5	5	IKIGAI	Saori Yuki (Express)—All Staff	Express
6	6	AS THE YEARS GO BY	Mashmakhan (CBS/Sony)—April	CBS/Sony
7	7	ONNA URANAI	Yuji Minami & the Fullsails (Teichiku)	Teichiku
8	8	DAREKASAN TO DAREKASAN	The Drifters (Toshiba)—Watanabe	Toshiba
9	9	WAKARETA ATODE	Naomi Chiaki (Columbia)	Columbia

10	DAISHOBU	Kiyoko Suizenji (Crown)
11	LET IT BE	Beatles (Apple)—Folster
12	AI NO ITAZURA	Hiroshi Uchiyamada & the Cool Five (RCA)—Watanabe
13	ONNA WA KOI NI IKITEYUKU	Keiko Fuji (RCA)—Nihon Geino
14	AI NO KIZUNA	Ritsuko Abe (King)—Watanabe
15	DAREMO INAI UMI	Toi et Moi (Liberty)—April
16	25 OR 6 TO 4	Chicago (CBS/Sony)
17	SHINJITE HOSHII	Masaki Nomura (RCA)—Sun
18	PINOCCHIO	Daniele Vidal (SevenSeas)—Ishii
19	GINZA NO ONNA	Shinichi Mori (Victor)—Watanabe/AI
20	MR. LONELY	Lettermen (Capitol)—Toshiba Geino

MEXICO

(Courtesy Radio MII)

This Week

1	Y VOLVERE	Los Angeles Negros (Capitol)
2	RIO AMARILLO	Yellow River—Christie (Epic)
3	EN EL VERANO	In the Summertime—Mungo Jerry (Gamma)
4	REFLEXIONES DE MI VIDA	Reflections of My Life—Marmalade (London)
5	CARINO	Los Babys (Peerless)
6	CANDIDA	Dawn (Capitol)
7	CRISTAL DE ROCA	Sonia Lopez (CBS)
8	NENA, TENGO NOTICIAS PARA TI	Baby, I Got News for You—Mardi Gras (Gamma)
9	EN MI ONDA	Spill the Wine—Eric Burdon & War (MGM)
10	SUFRIR	Los Solitarios (Peerless)

SPAIN

(Courtesy of El Musical)

*Denotes local origin

This Week

This Week	Last Week	Title	Artist	Label
1	1	TE QUIERO, TE QUIERO	Nino Bravo (Fonogram)—Sagitario	Fonogram
2	3	QUIERO ABRAZARTE TANTO	Victor Manuel (Fonogram)—Fontana	Fonogram
3	2	N'A VEIRINA DO MAR	Maria Ostiz (Hispanovox)—Hispanovox	Hispanovox
4	4	CANDIDA	Dawn (Odeon)—Fontana	Odeon
5	5	NEVER MARRY A RAILROAD MAN	Shocking Blue (Poplandia-RCA)—Symphaty	Poplandia-RCA
6	—	A LOS QUE HIRIO EL AMOR	Pedro-Ruy Blas (Poplandia-RCA)—Symphaty	Poplandia-RCA
7	6	CUANDO ME ACARICIAS	Mari Trini (Hispanovox)—Hispanovox	Hispanovox
8	7	YELLOW RIVER	Christie (CBS)—Grupo Editorial Armonico	CBS
9	8	EL CONDOR PASA	Simon & Garfunkel (CBS)—Quiroga	CBS
10	—	SAN ANTON	Andres do Barro (RCA)—RCA	RCA

SOUTH AFRICA

(Courtesy Springbok Radio, EMI)

This Week

This Week	Last Week	Title	Artist	Label
1	2	LOOKY LOOKY	Giorgio Gallotone (MPA, Gallo)	MPA, Gallo
2	1	CRACKLIN' ROSIE	Neil Diamond (MCA)—Ardmore & Beechwood, Gallo	MCA
3	4	PARANOIA	Black Sabbath (Vertigo)—Essex, Trutone	Vertigo
4	5	INDIANA WANTS ME	R. Dean Taylor (Tamil-Motown)—Laetrec, Teal	Tamil-Motown
5	3	WOODSTOCK	Matthews Southern Comfort (MCA)—Francis, Day & Hunter, Gallo	MCA
6	7	ZANZIBAR	Wanda Arletti (Nem)—Belinda, Trutone (Billy Forest)	Nem
7	8	YO YO	Chris Andrews (WRC)—Laetrec, Teal	WRC
8	—	YOU CAN GET IT IF YOU REALLY WANT	Desmond Dekker (I Tos)—Essex, Trutone (L. Long-J. Kelly)	I Tos
9	6	CHA LA LA I NEED YOU	Shuffles (CBS)—Copyright Control, GRC	CBS
10	—	RUBY TUESDAY	Melanie (Buddah)—Essex, Gallo	Buddah

EMI Discussing Full Control of MFP Line

LONDON—The possibility of EMI gaining full control of the Music for Pleasure budget label is being discussed with joint owners, the International Publishing Corp., now part of Don Ryder's Reed International group.

EMI chief executive John Read told Billboard that initial talks regarding the future management of MFP had already taken place with Ryder and that a statement could be forthcoming in a few weeks time.

Read said that EMI was looking not just at the U.K. end of MFP but at all the company's outlets throughout the world. These involve jointly owned companies in France, Holland and Belgium and,

since October, South Africa. Introduced in the U.K. in September 1965 in partnership with the Paul Hamlyn Group, MFP also operates a wholly-owned IPC company in Australia. It is understood that in the initial planning of the Australian company, EMI declined the offers of a stake.

A spokesman for Reed International agreed that talks had taken place, but declined to comment further.

If a deal is concluded, then EMI already in complete control of the World Record Club mail order company, would thus be able to direct—and conceivably merge—all its non-conventional marketing activities.

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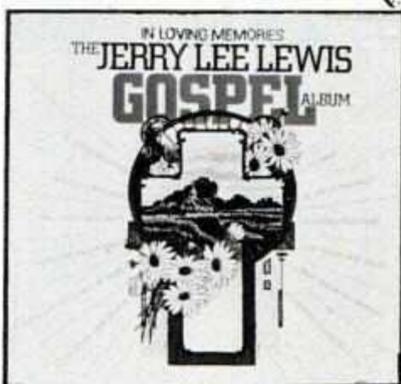
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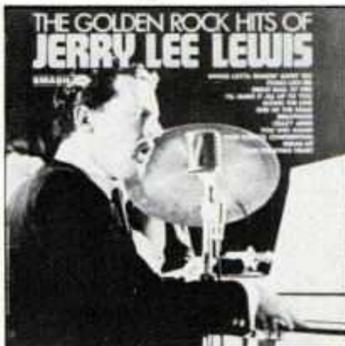


SR 61323 8 Track MC8 61323
Musicassette MCR4 61323

Featured top-selling releases.



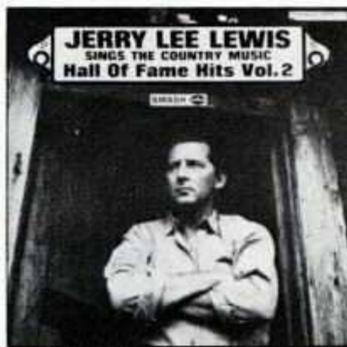
SRS 67104 8 Track SC8 67104
Musicassette SCR4 67104



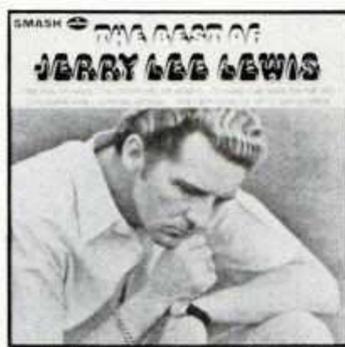
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Musicassette SCR4 67040



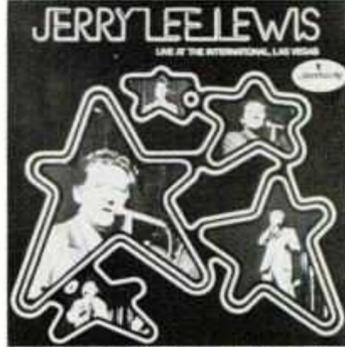
SRS 67117 8 Track SC8 67117
Musicassette SCR4 67117



SRS 67118 8 Track SC8 67118
Musicassette SCR4 67118



SRS 67131 8 Track SC8 67131
Musicassette SCR4 67131



SR 61278 8 Track MC8 61278
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- Heavy national promotion ■ Specially prepared 60-second paid radio spots
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- Full-color outdoor advertising ■ Heavy radio promotion

SUNDAY	MONDAY	TUESDAY	WEDNESDAY	THURSDAY	FRIDAY	SATURDAY
☾ FQ 4	☺ FM 11	☾ 2Q 19	○ NM 26		Lewis albums help business pick up.	2
3	Hire more help.	5	They beat down the doors.	Open 24 hours a day.	8	9 R. M. NIXON Born 1913
Sell your Chevy.	Order Rolls Royce.	12	13	14	Money is such a bore.	16
17	18	Domestics are so tiresome.	20	21	22	23
24 31	25	26	Jackie leaves A.i to marry you for your money.	28	29	30

Look what's in store for you this month.



Spotlight Singles

NUMBER OF
SINGLES REVIEWED
THIS WEEK
61
LAST WEEK
52

*This record is predicted to reach the TOP 40 EASY LISTENING Chart

TOP 20 POP SPOTLIGHT

Spotlights Predicted to reach the top 20 of the HOT 100 Chart

WILSON PICKETT— DON'T LET THE GREEN GRASS FOOL YOU (2:46)

(Prod. Staff) (Writers: Akines-Bellmon-Drayton-Turner) (Assorted, BMI)—Pickett's "Engine No. 9" took him right into the Top 20 . . . pop and soul. This swinging discotheque winner is a sure-fire follow-up with the same sales and chart potency. Flip: (No Information Available). Atlantic 2781

TOP 60 POP SPOTLIGHT

Spotlights Predicted to reach the top 60 of the HOT 100 Chart

SPINNERS—WE'LL HAVE IT MADE (3:15)

(Prod. Stevie Wonder) (Writers: Wonder-Morris) (Jobete, BMI)—Group, produced by Stevie Wonder, went right up there with "It's a Shame." Follow-up rhythm number, penned by Wonder, is loaded with much of the recent hit's potential. Flip: "My Whole World Ended (The Moment You Left Me)" (3:20) (Jobete, BMI). V.I.P. 25060 (Motown)

FRIENDS OF DISTINCTION—I NEED YOU (3:12)

(Prod. Ray Cork Jr.) (Writer: Peters) (Golden Banana, BMI)—Funky beat rocker is a powerhouse with more potency for sales and chart action than the recent "Time Waits for No One." Strong entry! Flip: "Check It Out" (2:58) (Broco, BMI) RCA 74-0416

SPECIAL MERIT SPOTLIGHT

Spotlighting new singles deserving special attention of programmers and dealers.

KING CURTIS—Whole Lotta Love (2:42) (Prod. King Curtis) (Writers: Page-Plant-Jones-Bonham) (Super Hip, ASCAP) — Curtis walls with this swinging updating of the Led Zeppelin hit. A must for discotheques with much Top 40 and soul chart potential. Atco 6779

BEDROCK—Don't Take Another (3:42) (Prod. Bo Gentry & Tony Bruno) (Writer: Gentry) (Love Song, BMI)—From the pen of Bo Gentry comes a vital message concerning the drug disaster, set to a rock beat loaded with Top 40 potential. Epic 5-10697

***HELEN REDDY—I Don't Know How to Love Him (3:16)** (Prod. Larry Marks) (Writers: Webber-Rice) (Leeds, ASCAP)—Another version of the much recorded ballad from the rock opera "Jesus Christ, Superstar." This one by a fine stylist, formerly of Chicago, now making noise in Australia. Well done commercial treatment. Capitol 3027

***KIMBERLYS—I Don't Know How to Love Him/Everything's Alright (2:55)** (Prod. Ray Ruff) (Writers: Webber-Rice) (Leeds, ASCAP)—Group combines two numbers from "Jesus Christ, Superstar" effectively with much programming appeal and sales potential. Happy Tiger 572

MASON PROFFIT—Good Friend of Mary's (2:45) (Prod. Bill Traut) (Writer: Cameron) (Rolling Meadows, ASCAP)—Interesting lyric line in this

rock ballad with a strong vocal workout that could prove a hot Top 40 item. Happy Tiger 570

GARRETT SCOTT—To Love (3:22) (Prod. Doug McClure & Ted Cooper) (Writers: Goffin-King) (Screen Gems-Columbia, BMI)—The Goffin-King rocker comes on strong in this treatment with much Top 40 potential. Vanguard 35123

***MARIANO—The Bitter & the Sweet (2:51)** (Prod. Bobby Paris) (Writer: Mariano) (Yale Wexler/Highwood, BMI)—Mariano, formerly of Capitol, move to the label with a lush string rock ballad instrumental loaded with programming appeal. Top performance. Kapp 2119

MANITOBA Featuring Joe Down—Come On Down to My Boat (2:45) (Prod. Eddie Jason) (Yellowstone, BMI)—The past hit of Every Mother's Son is updated in a strong bluesy rock treatment with chart potential. Flip: "Dead End Street" is a solid updating of the Lou Rawls hit. RCA 74-0417

***GORDON ROSE—Shoo-Fly (3:07)** (Prod. Generation Gap & Don Sebesky) (Writers: Rose-Miller) (Knollwood/Generation Gap, ASCAP)—Infectious rhythm ballad loaded with Top 40 and Easy Listening programming appeal that could easily prove a left field smash. Smooth performance. Capitol 3028

HITS are

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TOP 20

COUNTRY

Spotlights Predicted to reach the top 20 of the HOT COUNTRY SINGLES Chart

GEORGE HAMILTON IV—ANYWAY (2:32)

(Prod. Bob Ferguson) (Writer: Bond) (Acuff-Rose, BMI)—Hamilton follows his Top 20 hit "Back Where It's At" with a plaintive Bobby Bond ballad that offers all of the sales and chart action of the recent hit. Flip: "The Best That I Can Do" (3:31) (Acuff-Rose, BMI). RCA 47-9945

JIMMY DEAN AND DOTTIE WEST—SLOWLY (1:59)

(Prod. Jerry Bradley) (Writers: Hill-Pierce) (Cedarwood, BMI)—Culled from their current chart LP, the duo have an out and out smash with this ballad beauty certain to reach the top. Fine performance of the Tommy Hill, Webb Pierce material. Flip: "Sweet Thang" (2:36). Stuckey/Su-Ma, BMI. RCA 47-9947

NORMA JEAN—THE KIND OF NEEDIN' I NEED (3:15)

(Prod. Jerry Bradley) (Writer: Anderson) (Stallion, BMI)—From the pen of Bill Anderson comes an infectious rhythm item performed for its worth and headed right for a high chart spot. A jukebox must. Flip: "A Little Unfair" (2:31) (Tree, BMI). RCA 47-9946

CHART

Spotlights Predicted to reach the HOT COUNTRY SINGLES Chart

BOBBY WAYNE—Harold's Super Service (1:55) (Airefield/Shade-Tree, BMI). CAPITOL 3025

DUANE DEE—I've Got to Sing (2:35) (Jangle, ASCAP). CARTWHEEL 192

RAYS OF SUNSHINE—Ray's Bar & Grill (2:05) (Blue Echo, BMI). ROYAL AMERICAN 25

JIM & JESSE—Freight Train (2:28) (Maurice, ASCAP). CAPITOL 3026

LINDA PLOWMAN — I'm So Lonesome I Could Cry (Acuff-Rose, BMI). JANUS 146

TOMMY HUBBARD—Lonesome Time (2:21) (Purple Rooster, BMI). NASCO 013

JERRY LANE—The World's Youngest Dirty Old Man (2:25) (Mayhew, BMI). JANUS 147

TOP 20

SOUL

Spotlights Predicted to reach the TOP 20 of the TOP SELLING SOUL SINGLES Chart

WILSON PICKETT—DON'T LET THE GREEN GRASS FOOL YOU (See Pop Pick)

SPINNERS—WE'LL HAVE IT MADE (See Pop Pick)

FRIENDS OF DISTINCTION—I NEED YOU (See Pop Pick)

RUBY ANDREWS—YOU OLE BOO BOO YOU (2:45)

(Prod. B. Eaton, R. Williams) (Writers: Eaton-Williams) (Ric-Wil, ASCAP)—A sure-fire sales and chart topper for her recent double-sided hit "Can You Get Away/Everybody Saw," is this heavy blues ballad. One of her most commercial entries. Pop appeal as well. Flip: "Gotta Break Away" (2:45) (Ric-Wil, ASCAP) Zodiac 1020

CHART

Spotlights Predicted to reach the SOUL SINGLES Chart

ROY BROWN—Love for Sale (3:01) (Gertie/MRC, BMI). MERCURY 73166

RODGERS COLLINS—I'm Leavin' This Place (2:08) (Jondora, BMI). GALAXY 775

FUGI—I'd Rather Be a Blind Man (Uptight, BMI) CADET 5677

BOBBY BYRD—If You Don't Work You Can't Eat (3:00) (Dynatone, BMI). KING 6342

JACKIE DAY—Guilty (3:20) (Day & Davis, BMI). PAULA 338

DONALD HEIGHT—Life Is Free (You Can Be What You Wanna Be) (2:49) (Race Horse/Exus Trek, BMI). HURDY GURDY 100

VICTONES—I Need You (3:21) (Hill & Range, BMI). FRONT PAGE 1001

CHINO FEASTER—Don't You Know Baby (2:40) (Razy, BMI). STRAKERS 90

All records submitted for review should be addressed to Record Review Department, Billboard, 165 W. 46th Street, New York, N. Y. 10036.

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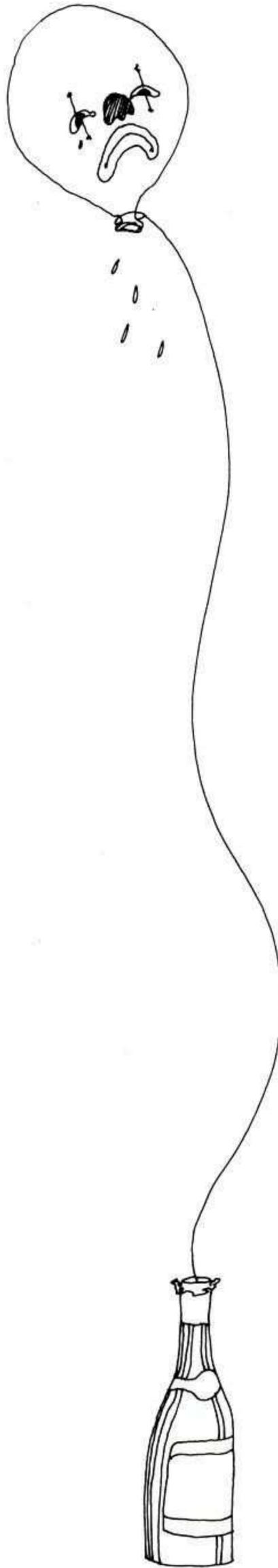
WEEK THIS	LAST WEEK	TITLE, Weeks On Chart	Artist (Producer) Label, Number (Distributing Label)
1		1 MY SWEET LORD/ISN'T IT A PITY 7	George Harrison (George Harrison/Phil Spector), Apple 2995
2		3 KNOCK THREE TIMES ● 8	Dawn (Tokens & Dave Appell), Bell 938
3		2 ONE LESS BELL TO ANSWER ● 12	Fifth Dimension (Bones Howe), Bell 940
4		5 BLACK MAGIC WOMAN 9	Santana (Fred Catero/Santana), Columbia 4-45270
5		6 I THINK I LOVE YOU ● 14	Partridge Family (Starring Shirley Jones & Featuring David Cassidy) (Wes Farrell), Bell 910
6		4 THE TEARS OF A CLOWN 13	Smokey Robinson & the Miracles (Henry Cosby & "Smokey"), Tamla 54199 (Motown)
7		7 DOES ANYBODY REALLY KNOW WHAT TIME IT IS? 10	Chicago (James William Guercio), Columbia 4-45264
8		8 STONED LOVE 10	Supremes (Frank Wilson), Motown 1172
9		21 LONELY DAYS 6	Bee Gees (B.R.M. Gibb & R. Stigwood), Atco 6795
10		12 STONEY END 11	Barbra Streisand (Richard Perry), Columbia 4-45236
11		17 GROOVE ME 12	King Floyd (E. Walker), Chimneyville 435 (Cotillion)
12		15 IT'S IMPOSSIBLE 9	Perry Como (Ernie Altschuler), RCA 74-0387
13		14 PAY TO THE PIPER 9	Chairmen of the Board (Holland-Dozier-Holland), Invictus 9081 (Capitol)
14		16 RIVER DEEP—MOUNTAIN HIGH 7	Supremes & Four Tops (Ashford & Simpson), Motown 1173
15		9 DOMINO 9	Van Morrison (Van Morrison), Warner Bros. 7434
16		11 FOR THE GOOD TIMES 20	Ray Price (Don Law), Columbia 4-45178
17		25 YOUR SONG 7	Elton John (Gus Dudgeon), Uni 55265
18		18 ROSE GARDEN 7	Lynn Anderson (Glenn Sutton), Columbia 4-45252
19		20 ONE MAN BAND 8	Three Dog Night (Richard Podolor), Dunhill 4262
20		23 IF I WERE YOUR WOMAN 7	Gladys Knight & the Pips (Clay McMurray), Soul 35078
21		13 NO MATTER WHAT 11	Badfinger (Mal Evans), Apple 1822
22		10 GYPSY WOMAN 19	Brian Hyland (Del Shannon), Uni 55240
23		24 IMMIGRANT SONG 8	Led Zeppelin (Jimmy Page), Atlantic 2777
24		27 LOVE THE ONE YOU'RE WITH 5	Stephen Stills (Stephen Stills & Bill Halverson), Atlantic 2778
25		32 WE GOTTA GET YOU A WOMAN 9	Runt (Todd Rundgren), Ampex 31001
26		22 HE AIN'T HEAVY . . . HE'S MY BROTHER 10	Neil Diamond (Neil Diamond & Tom Catalano), Uni 55264
27		26 BE MY BABY 10	Andy Kim (Jeff Barry), Steed 729 (Paramount)
28		31 GAMES 10	Redeye (Al Schmitt), Pentagram 204 (Viva-MCA)
29		35 I REALLY DON'T WANT TO KNOW/THERE GOES MY EVERYTHING 3	Elvis Presley, RCA 47-9960
30		34 (Don't Worry) IF THERE'S A HELL BELOW WE'RE ALL GOING TO GO 8	Curtis Mayfield (Curtis Mayfield), Curtom 1955 (Buddah)
31		47 REMEMBER ME 3	Diana Ross (Nickolas Ashford & Valerie Simpson), Motown 1176
32		36 BORN TO WANDER 5	Rare Earth (Tom Baird), Rare Earth 5021 (Motown)
33		33 STOP THE WAR NOW 4	Edwin Starr (Norman Whitfield), Gordy 7104

WEEK THIS	LAST WEEK	TITLE, Weeks On Chart	Artist (Producer) Label, Number (Distributing Label)
34		30 CAN'T STOP LOVING YOU 8	Tom Jones (Peter Sullivan), Parrot 40056 (London)
35		19 5-10-15-20 (25-30 Years of Love) 15	Presidents (Van McCoy), Sussex 207 (Buddah)
36		50 AMOS MOSES 11	Jerry Reed (Chet Atkins), RCA Victor 47-9904
37		48 AMAZING GRACE 5	Judy Collins (Mark Abramson), Elektra 45709
38		40 MR. BOJANGLES 8	Nitty Gritty Dirt Band (William E. McEuen), Liberty 56197
39		58 WATCHING SCOTTY GROW 3	Bobby Goldsboro (Bob Montgomery & Bobby Goldsboro), United Artists 50727
40		42 MOST OF ALL 7	B. J. Thomas (Buddy Buie & Steve Tyrell), Scepter 12299
41		53 GET UP GET INTO IT GET INVOLVED 2	James Brown (Brown, Byrd, Lenhoff), King 6347
42		43 SILVER MOON 7	Michael Nesmith & the First National Band (Michael Nesmith), RCA 74-0399
43		62 I HEAR YOU KNOCKING 3	Dave Edmunds (Dave Edmunds), MAM 3601 (London)
44		45 THE GREEN GRASS STARTS TO GROW 6	Dionne Warwick (Burt Bacharach), Scepter 12300
45		37 I'M NOT MY BROTHER'S KEEPER 13	Flaming Ember (William Weatherspoon/Raynard Miner), Hot Wax 7006 (Buddah)
46		46 ONLY LOVE CAN BREAK YOUR HEART 12	Neil Young (Neil Young & Dave Briggs), Reprise 0958
47		38 DO IT 10	Neil Diamond (Jerry Barry & Ellie Greenwich), Bang 580
48		56 PRECIOUS PRECIOUS 6	Jackie Moore (David Crawford), Atlantic 2681
49		76 (Do the) PUSH & PULL (Part I) 4	Rufus Thomas (Al Bell & Tom Nixon), Stax 0079
50		71 IF YOU COULD READ MY MIND 3	Gordon Lightfoot (Lenny Waronker & Joe Wissert), Reprise 0973
51		51 MORNING 9	Jim Ed Brown (Bob Ferguson), RCA Victor 47-9909
52		52 RUBY TUESDAY 6	Melanie (Peter Schekeryk), Buddah 202
53		54 SOMEBODY'S WATCHING YOU 5	Little Sister (Sly Stone), Stone Flower 9001 (Atlantic)
54		55 FLESH & BLOOD 5	Johnny Cash (Bob Johnston), Columbia 4-45269
55		41 IF YOU WERE MINE 15	Ray Charles (Joe Adams), ABC/TRC 11271
56		57 ALL I HAVE 8	Moments (George Kerr & Sylvia), Stang 5017
57		79 LET YOUR LOVE GO 2	Bread (David Gates Together With Griffin/Royer), Elektra 45711
58		63 THEY CAN'T TAKE AWAY OUR MUSIC 4	Eric Burdon & War (Jerry Goldstein), MGM 14196
59		59 MEAN MISTREATER 5	Grand Funk Railroad (Terry Knight), Capitol 2996
60		73 BRIDGET THE MIDGET (The Queen of the Blues) 4	Ray Stevens (Ray Stevens), Barnaby 2024 (Columbia)
61		65 TEMPTATION EYES 3	Grass Roots (Steve Barri), Dunhill 4263
62		67 YOUR TIME TO CRY 4	Joe Simon (John Richbourg & Joe Simon), Spring 108 (Polydor)
63		64 GYPSY QUEEN, Part I 6	Gypsy (Enrico Rosenbaum, Jim Walsh & Glen Pace), Metromedia 202
64		78 ONE BAD APPLE 2	Osmonds (Rick Hall), MGM 14193
65		69 CHURCH ST. SOUL REVIVAL 4	Tommy James (Tommy James & Bob King), Roulette 7093
66		74 1900 YESTERDAY 3	Liz Damon's Orient Express (George J. D. Chun), White Whale 368

WEEK THIS	LAST WEEK	TITLE, Weeks On Chart	Artist (Producer) Label, Number (Distributing Label)
67		49 STEALER 7	Free (Free), A&M 1230
68		61 PARANOID 7	Black Sabbath (Rodger Bain), Warner Bros. 7437
69		60 I CAN'T GET NEXT TO YOU 8	Al Greene (Al Greene-Willie Mitchell), Hi 2182 (London)
70		66 BLACK NIGHT 6	Deep Purple (Deep Purple), Warner Bros. 7405
71		88 APEMAN 2	Kinks (Raymond Douglas Davies), Reprise 0979
72		75 HE CALLED ME BABY 2	Candi Staton (Rick Hall), Fame 1476
73		84 GOD BLESS WHOEVER SENT YOU 4	Originals (Clay McMurray), Soul 35079
74		86 I'M SO PROUD 5	Main Ingredient (Silvester, Simmons, McPherson), RCA Victor 74-0401
75		95 THIS LOVE IS REAL 4	Jackie Wilson (Paul Davis), Brunswick 55443
76		81 HOLLY HOLY 3	Jr. Walker & the All Stars (Johnny Bristol), Soul 35081 (Motown)
77		77 ARE YOU MY WOMAN 4	Chi-Lites (Eugene Record), Brunswick 55442
78		82 SUPERSTAR 9	Murray Head With the Trinidad Singers (Tim Rice-Andrew Lloyd Webber), Decca 732603
79		72 HEARTBREAK HOTEL 5	Frijid Pink (Pink Unlimited & Vinny Testa), Parrot 352 (London)
80		94 D.O.A. 2	Bloodrock (Terry Knight), Capitol 3009
81		87 SHOES 3	Brook Benton with the Dixie Flyers (Arif Mardin), Cotillion 44093
82		85 BURNING BRIDGES 6	Mike Curb Congregation (Perry Botkin, Jr.), MGM 14151
83		91 SWEET MARY 3	Wadsworth Mansion (Jim Calvert & Norman Marzano), Sussex 209 (Buddah)
84		96 CHERYL MOANA MARIE 2	John Rowles (Norrie Paramor), Kapp 2102
85		— WHEN I'M DEAD AND GONE 1	McGuinness Flint (Glyn Johns), Capitol 3014
86		— BEAUTIFUL PEOPLE 1	New Seekers (Dave McKay), Elektra 45710
87		— MOTHER 1	John Lennon/Plastic Ono Band (John & Yoko & Phil Spector), Apple 1827
88		— FRESH AS A DAISY 1	Emitt Rhodes (Emitt Rhodes & Harvey Bruce), Dunhill 4267
89		89 WE GOT TO LIVE TOGETHER 5	Buddy Miles (Robin McBride & Buddy Miles), Mercury 73159
90		— PROBLEM CHILD 1	Mark Lindsay (Jerry Fuller), Columbia 4-45266
91		97 THERE IT GOES AGAIN 2	Barbara & the Uniques (New Chicago Sound), Arden 3001
92		— REVIVAL (Love Is Everywhere) 1	Allman Brothers Band (Tom Dowd), Capricorn 8011 (Atco)
93		99 NOW I'M A WOMAN 2	Nancy Wilson (Staff for Gamble-Huff), Capitol 2934
94		98 YOU JUST CAN'T WIN (By Making the Same Mistake) 2	Gene & Jerry (Gene & Jerry), Mercury 73163
95		— IT'S UP TO YOU PETULA 1	Edison Lighthouse (Chris Arnold, David Martin & Geoff Morrow), Bell 960
96		— YOU'RE A BIG GIRL NOW 1	Stylistics (Marty Bryant & Bill Perry Prod.), Avco Embassy 4555
97		100 I GOT TO TELL SOMEBODY 3	Betty Everett (Calvin Carter), Fantasy 652
98		— ONE NIGHT STAND 1	Magic Lanterns (Steve Roland), Big Tree 109
99		— FLY LITTLE WHITE DOVE FLY 1	Bells (Cliff Edwards), Polydor 15016
100		— WHERE ARE WE GOING 1	Bobby Bloom (John Linde, Vinnie Testa, M.L. Lane), Roulette 7095

HOT 100 A TO Z—(Publisher-Licensee)

All I Have (Bambi, BMI)	56	Does Anybody Really Know What Time It Is? (Aurelius, BMI)	7	Holly Holy (Prophet, BMI)	76	Mather (Maclean, BMI)	87	Somebody's Watching You (Daly City, BMI)	53
Amazing Grace (Rocky Mountain Nat'l Park, ASCAP)	37	Damiana (Van-Jon/WB, ASCAP)	15	I Can't Get Next to You (Jobete, BMI)	69	Mr. Bojangles (Cotillion/Donel, BMI)	38	Stealer (Living, BMI)	67
Amos Moses (Vector, BMI)	36	(Don't Worry) If There's a Hell Below We're All Going to Go (Curtom, BMI)	30	I Got to Tell Somebody (Roker, BMI)	97	My Sweet Lord (Harrisons, BMI)	1	Stoned Love (Jobete, BMI)	8
Apeman (Carbert/Norma, BMI)	71	5-10-15-20 (25-30 Years of Love) (McCoy/Interior, BMI)	35	I Hear You Knocking (Travis, BMI)	43	1900 Yesterday (Lama, BMI)	66	Stoney End (Tuna Fish, BMI)	10
Are You My Woman (Julio-Brian, BMI)	77	Flesh and Blood (House of Cash, BMI)	54	I Really Don't Want to Know (Hill & Range, BMI)	29	No Matter What (Apple, ASCAP)	21	Stop the War Now (Jobete, BMI)	33
Be My Baby (Trio/Mother Bertha, BMI)	27	Fly Little White Dove Fly (Sunbury, ASCAP)	99	I Think I Love You (Screen Gems-Columbia, BMI)	5	Now I'm a Woman (Assorted, BMI)	93	Superstar (Leads, ASCAP)	78
Beautiful People (Avco Embassy/Kama Ripps/Amealnia, ASCAP)	86	For the Good Times (Buckhorn, BMI)	16	If I Were Your Woman (Jobete, BMI)	20	One Bad Apple (Fame, BMI)	64	Sweet Mary (Kama Sutra/Big Hawk, BMI)	88
Black Magic Woman (Murbo, BMI)	4	Get Up Get Into It Get Involved (Critic, BMI)	41	If You Could Read My Mind (Early Morning, ASCAP)	50	One Less Bell to Answer (Blue Seas/Jac, ASCAP)	9	Tears of a Clown (Jobete, BMI)	6
Black Night (HEC, BMI)	70	God Bless Whoever Sent You (Jobete, BMI)	73	I'm Not My Brother's Keeper (Gold Forever, BMI)	45	One Man Band (Screen Gems-Columbia, BMI)	19	Temptation Eyes (Trousdale, BMI)	6
Born to Wander (Stein & Van Stock, ASCAP)	32	It's Impossible (Sunburg, BMI)	1	I'm So Proud (Curtom, BMI)	74	One Night Stand (Som, BMI)	3	There Goes My Everything (Blue Crest, BMI)	29
Bridget the Midget (The Queen of the Blues) (Ahab, BMI)	60	It's Up to You Petula (Dunbar, BMI)	12	Immigrant Song (Superhype, ASCAP)	23	Only Love Can Break Your Heart (Broken Arrow/Cotillon, BMI)	46	They Can't Take Away Our Music (Par Out, ASCAP/Goldstein, BMI)	51
Burning Bridges (Hastings, BMI)	82	Knock Three Times (Pocketful of Tunes/Jillbern/Saturday, BMI)	2	Isn't It a Pity (Harrisons, BMI)	1	Paranoid (Tro-Andover, ASCAP)	68	They Can't Take Away Our Music (Par Out, ASCAP/Goldstein, BMI)	51
Can't Stop Loving You (Felsted, BMI)	34	Let Your Love Go (Screen Gems-Columbia, BMI)	57	It's Impossible (Sunburg, BMI)	1	Pay to the Piper (Gold Forever, BMI)	13	Watching Scotty Grow (B-n-B, BMI)	39
Cheryl Moana Marie (Rosebridge, BMI)	84	Lovely Days (Cassorola/Warner Tamerlane, BMI)	24	Knock Three Times (Pocketful of Tunes/Jillbern/Saturday, BMI)	2	Precious Precious (Cotillon, BMI)	48	We Got to Live Together (Miles Ahead, ASCAP)	89
Church St. Soul Revival (Big Seven, BMI)	65	Lovely Days (Cassorola/Warner Tamerlane, BMI)	24	Let Your Love Go (Screen Gems-Columbia, BMI)	57	Problem Child (Songpainter, BMI)	90	We Got to Live Together (Miles Ahead, ASCAP)	89
D.O.A. (Ledgfield, BMI)	80	Mean Mistreater (Storybook, BMI)	54	Lonely Days (Cassorola/Warner Tamerlane, BMI)	24	Remember Me (Jobete, BMI)	91	We Got to Live Together (Miles Ahead, ASCAP)	89
Do It (Tollyrand, BMI)	47	Mistreater (Shaw Biz, BMI)	51	Do It (Tollyrand, BMI)	47	Revival (Love Is Everywhere) (No Exit, BMI)	92	We Got to Live Together (Miles Ahead, ASCAP)	89
(Do the) Push & Pull (Part I) (East/Memphis, BMI)	49	Most of All (Low-Sai, BMI)	40	D.O.A. (Ledgfield, BMI)	80	Revival (Love Is Everywhere) (No Exit, BMI)	92	We Got to Live Together (Miles Ahead, ASCAP)	89
				Do It (Tollyrand, BMI)	47	River Deep—Mountain High (Mother Bertha/Trio, BMI)	14	Where Are We Going (Kama Sutra, BMI)	25
				Heartbreak Hotel (Tree, BMI)	79	Rose Garden (Lowery, BMI)	18	When I'm Dead and Gone (Gallagher/Lyle, ASCAP)	85
						Ruby Tuesday (Gideon, BMI)	32	Where Are We Going (Kama Sutra, BMI)	100
						Shoes (Cotillon/Muscle Shoals, BMI)	81	You Just Can't Win (By Making the Same Mistake) (Gene & Jerry, Mercury)	73163
						Silver Moon (Screen Gems-Columbia, BMI)	42	You Just Can't Win (By Making the Same Mistake) (Gene & Jerry, Mercury)	73163
								You're a Big Girl Now (Averb/Sarnack, BMI)	96



Diana

ROSS SINGS...
(BUT YOU KNEW THAT ALREADY)

NICK ASHFORD AND
VALERIE SIMPSON

WRITE AND PRODUCE

(LIKE DIANA'S LAST HIT

"AIN'T NO MOUNTAIN HIGH ENOUGH"
... FOR INSTANCE)

NOW THEY'RE TOGETHER AGAIN
ON DIANA'S NEWEST SINGLE,

**"REMEMBER
ME"**

(M-1176)

BYE BABY
SEE YOU AROUND
DIDN'T I TELL YOU I WOULDN'T HOLD YOU DOWN
TAKE GOOD CARE OF YOURSELF YOU HEAR
DON'T LET ME HEAR ABOUT YOU SHEDDING A TEAR
YOU'RE GONNA MAKE IT
YOU'RE GONNA MAKE IT
REMEMBER ME AS A SUNNY DAY
THAT YOU ONCE HAD ALONG THE WAY
DIDN'T I INSPIRE
YOU A LITTLE HIGHER
REMEMBER ME AS A FUNNY CLOWN
THAT MADE YOU LAUGH
WHEN YOU WERE DOWN
DIDN'T I BOY
DIDN'T I BOY
REMEMBER ME AS A BIG BALLOON
AT A CARNIVAL THAT ENDED TOO SOON
REMEMBER ME AS A BREATH OF SPRING
REMEMBER ME AS A GOOD THING
BYE BABY
SEE YOU AROUND
I ALREADY KNOW ABOUT THE NEW LOVE YOU FOUND
WHAT CAN I DO BUT WISH YOU WELL
WHAT WE HAD WAS REALLY SWELL
I WON'T FORGET IT
I HAVE NO REGRETS
REMEMBER ME AS THE SOUND OF LAUGHTER
AND MY FACE THE MORNING AFTER
DIDN'T THE SKY
BECKON US TO FLY
YES, YOU'LL REMEMBER THE TIMES WE FOUGHT
BUT DON'T FORGET ME IN YOUR TENDER THOUGHTS
PLEASE DARLING
REMEMBER ME WHEN YOU DRINK THE WINE
OF SWEET SUCCESS
I GAVE YOU MY BEST
REMEMBER ME WITH EVERY SONG YOU SING
REMEMBER ME AS A GOOD THING
REMEMBER ME AS A SUNNY DAY
PLEASE DARLING
REMEMBER ME AS A GOOD THING
REMEMBER ME WHEN YOU DRINK THE WINE
REMEMBER ME AS A GOOD THING
REMEMBER ME AS A GOOD THING

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DIANA WILL BE SINGING
"REMEMBER ME"
ON HER ABC-TV SPECIAL

Diana!





STAR PERFORMER—LP's on chart 15 weeks or less registering greatest proportionate upward progress this week.



Awarded RIAA seal for sales of 1 Million dollars at manufacturer's level. RIAA seal audit available and optional to all manufacturers. (Seal indicated with red bullet.)

TOP POPULAR S

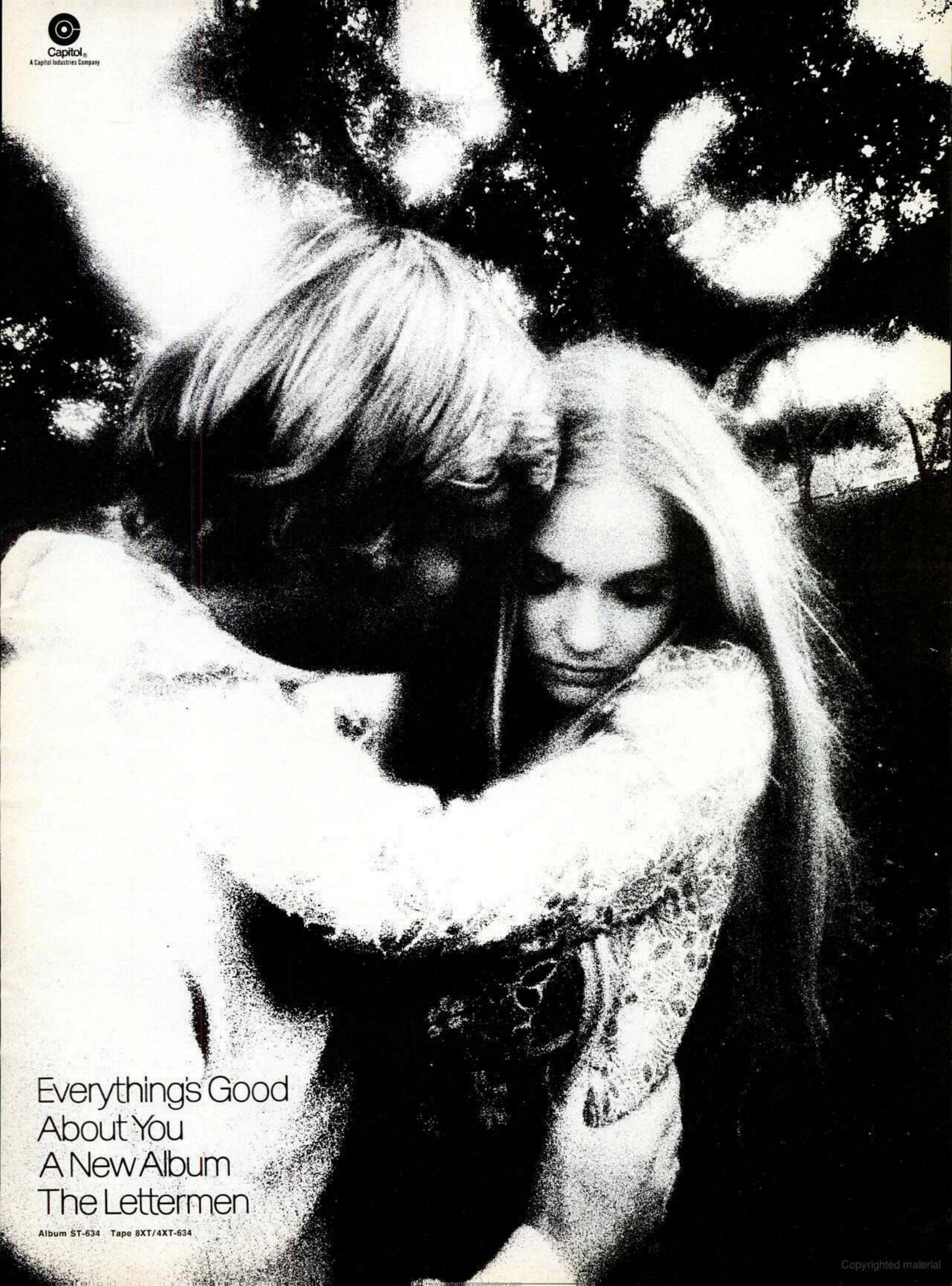
Compiled from National Retail Stores by the Music Popularity Chart Department and the Record Market Research Department of Billboard.

THIS WEEK	LAST WEEK	ARTIST Title, Label, Number (Distributing Label)	Weeks on Chart
1	1	GEORGE HARRISON All Things Must Pass Apple STCH 639	4
2	2	SANTANA Abraxas Columbia KC 30130	14
3	3	STEPHEN STILLS Atlantic SD 7202	7
4	4	THE PARTRIDGE FAMILY ALBUM Bell 6050	11
5	6	SLY & THE FAMILY STONE Greatest Hits Epic KE 30325 (Columbia)	10
6	7	JESUS CHRIST, SUPERSTAR Various Artists Decca DXSA 7206	8
★	10	CREEDENCE CLEARWATER REVIVAL Pendulum Fantasy 8410	3
8	5	GRAND FUNK RAILROAD Live Album Capitol SWBB 633	6
★	12	JOHN LENNON/PLASTIC ONO BAND Apple SW 3372	3
10	9	LED ZEPPELIN III Atlantic SD 7201	12
11	8	CARPENTERS Close to You A&M SP 4271	17
12	13	JAMES TAYLOR Sweet Baby James Warner Bros. WS 1843	44
★	15	ELTON JOHN Uni 73090	15
14	11	ISAAC HAYES To Be Continued Enterprise ENS 1014 (Stax/Volt)	6
15	14	JACKSON 5 Third Album Motown MS 718	16
16	18	CHICAGO Columbia KGP 8	48
17	17	THREE DOG NIGHT Naturally Dunhill DXS 50088	5
★	19	JEFFERSON AIRPLANE Worst of RCA Victor LSP 4459	5
★	22	JUDY COLLINS Whales & Nightingales Elektra EKS 75010	6
★	28	PAUL KANTNER & THE JEFFERSON STARSHIP Blows Against the Empire RCA Victor LSP 4448	4
21	21	ELVIS PRESLEY That's the Way It Is RCA Victor LSP 4445	5
22	24	WOODSTOCK Soundtrack Cotillion SD 3-500	32
23	26	BOB DYLAN New Morning Columbia KC 30290	9
24	16	NEIL DIAMOND Tap Root Manuscript UNI 73092	8
★	31	FIFTH DIMENSION Portrait Bell 6045	29
★	29	TEN YEARS AFTER Watt Deram DES 18050 (London)	5
27	27	DOORS 13 Elektra EKS 74079	4
28	30	NEIL YOUNG After the Gold Rush Reprise RS 6383	17
★	37	WHO Tommy Decca DXSW 7205	69
★	45	EMITT RHODES Dunhill DS 50089	5
31	32	GRATEFUL DEAD American Beauty Warner Bros. WS 1893	5
32	33	VAN MORRISON His Band & the Street Choir Warner Bros. WS 1884	3
33	23	BLACK SABBATH Warner Bros. WS 1871	20
34	20	CREEDENCE CLEARWATER REVIVAL Cosmo's Factory Fantasy 8402	25
★	52	CHICAGO TRANSIT AUTHORITY Columbia GP 8	87
36	38	RAY PRICE For the Good Times Columbia C 30106	18

THIS WEEK	LAST WEEK	ARTIST Title, Label, Number (Distributing Label)	Weeks on Chart
★	44	KINKS Lola vs. Powerman & the Moneygoround Reprise RS 6423	3
★	49	DIONNE WARWICK Very Dionne Scepter SPS 587	5
39	39	MOODY BLUES A Question of Balance Threshold THS 3 (London)	18
40	43	CURTIS MAYFIELD Curtis Curton CRS 8005 (Buddah)	15
41	36	NEIL DIAMOND Gold Uni 73084	21
42	46	CROSBY, STILLS, NASH & YOUNG Deja Vu Atlantic SD 7200	41
43	25	STEPPENWOLF 7 ABC/Dunhill DSX 50090	8
44	47	BOBBY SHERMAN With Love, Bobby Metromedia KMD 1032	12
45	34	BADFINGER No Dice Apple ST 3367	7
46	35	DEREK & THE DOMINOS Layla Atco SD 2-704	8
47	41	GRAND FUNK RAILROAD Closer to Home Capitol SKAO 471	27
48	40	GUESS WHO Share the Land RCA Victor LSP 4359	13
49	42	DIANA ROSS Everything Is Everything Motown MS 724	8
50	53	DAWN Candida Bell 6052	4
51	54	TEMPTATIONS Greatest Hits, Vol. 2 Gordy GS 954 (Motown)	16
52	56	TOM JONES I (Who Have Nothing) Parrot XPAS 71039 (London)	9
53	50	BLOODROCK II Capitol ST 491	10
54	51	ROLLING STONES Get Yer Ya-Ya's Out! London NPS 5	13
55	48	BYRDS (Untitled) Columbia G 30127	13
56	60	ISAAC HAYES Movement Enterprise ENS 1010 (Stax/Volt)	39
57	59	JOE COCKER Mad Dogs & Englishmen A&M SP 6002	19
58	62	BUDDY MILES We Got To Live Together Mercury SR 61313	9
59	63	SIMON & GARFUNKEL Bridge Over Troubled Water Columbia KCS 9914	48
★	76	MERLE HAGGARD A Tribute to the Best Damn Fiddle Player in the World (Or My Salute to Bob Wills) Capitol ST 638	4
61	64	NANCY WILSON Now I Am a Woman Capitol ST 579	7
62	55	PINK FLOYD Atom Heart Mother Harvest SKAO 382 (Capitol)	10
63	57	JOHNNY CASH SHOW Columbia KC 30100	9
64	58	B. B. KING Indianola Mississippi Seeds ABC ABCS 713	13
65	72	ANNE MURRAY Snowbird Capitol ST 579	15
66	61	ROBERTA FLACK Chapter Two Atlantic SD 1569	20
67	67	JAMES GANG Rides Again ABC ABCS 711	25
★	115	FLIP WILSON SHOW Little David LD 2000	2
69	68	SUPREMES New Ways But Love Stays Motown MS 720	12
70	70	FREE Fire & Water A&M SP 4268	19

THIS WEEK	LAST WEEK	ARTIST Title, Label, Number (Distributing Label)	Weeks on Chart
71	65	BLOOD, SWEAT & TEARS 3 Columbia KS 30090	26
72	66	TRAFFIC John Barleycorn Must Die United Artists UAS 5504	27
73	77	BUDDY MILES Them Changes Mercury SR 61280	27
74	73	GLEN CAMPBELL Goodtime Album Capitol SW 493	15
75	75	LAURA NYRO Christmas & the Beads of Sweat Columbia KC 30259	3
76	78	B. J. THOMAS Most of All Scepter SPS 586	5
77	84	THE SESAME STREET BOOK & RECORD Original TV Cast Columbia CS 1069	25
★	178	LOVE STORY Soundtrack Paramount PAS 6002	2
79	69	ARLO GUTHRIE Washington County Reprise RS 6411	10
80	81	ALLMAN BROTHERS BAND Idlewild South Atco SD 33-342	12
81	82	WHO Live at Leeds Decca DL 79175	33
82	83	NITTY GRITTY DIRT BAND Uncle Charlie & His Dog Teddy Liberty LST 7642	6
★	—	GORDON LIGHTFOOT Sit Down Young Stranger Reprise RS 6392	5
84	86	JOHN MAYALL U.S.A. Union Polydor 24-4022	12
85	88	JAMES TAYLOR Apple SKAO 3352	15
★	105	ERIC BURDON & WAR Black Man's Burdon MGM SE 4710-2	3
87	71	JAMES BROWN Sex Machine King KS 7-1115	18
88	79	JIMI HENDRIX, BUDDY MILES & BILLY COX Band of Gypsies Capitol STAO 472	37
89	95	CHARLEY PRIDE 10th Album RCA Victor LSP 4367	26
90	74	SAVOY BROWN Looking In Parrot PAS 71042 (London)	13
91	96	RARE EARTH Ecology Rare Earth RS 514 (Motown)	27
92	92	SANTANA Columbia CS 9781	70
93	93	RARE EARTH Get Ready Rare Earth RS 507 (Motown)	57
94	90	BEATLES Let It Be Apple AR 34001	32
95	80	ELVIS PRESLEY Almost in Love RCA Camden CAS 2440	8
96	85	SUGARLOAF Liberty LST 7640	22
97	87	ANDY WILLIAMS SHOW Columbia KC 30105	9
98	104	NEIL DIAMOND Shilo Bang 221	18
99	98	STEPPENWOLF Live Dunhill DS 50075	39
100	101	PAUL McCARTNEY McCartney Apple STAO 3363 (Capitol)	36
101	103	THREE DOG NIGHT It Ain't Easy Dunhill DS 50078	37
102	109	JOAN BAEZ The First Ten Years Vanguard VSD 6560	8
103	106	VENTURES 10th Anniversary Album Liberty LST 35000	14
104	102	FIFTH DIMENSION Greatest Hits Soul City SCS 33900 (Liberty/United Artists)	35
105	94	KENNY ROGERS & THE FIRST EDITION Tell It All Brother Reprise RS 6412	11

(Continued on page 56)



Everything's Good
About You
A New Album
The Lettermen

Album ST-634 Tape 8XT/4XT-634

Continued from page 54

THIS WEEK	LAST WEEK	ARTIST	Weeks on Chart
		Title, Label, Number (Distributing Label)	
106	110	GYPSY Metromedia M2D 1031	14
107	107	LED ZEPPELIN II Atlantic SD 8236	62
108	111	BURT BACHARACH Make It Easy on Yourself A&M SP 4188	71
109	89	FOUR TOPS Still Waters Run Deep Motown MS 704	40
110	99	ARETHA FRANKLIN Spirit In the Dark Atlantic SD 8265	18
111	114	MELANIE Leftover Wine Buddah BDS 5066	16
112	122	ENGELBERT HUMPERDINCK We Made It Happen Parrot PAS 71033 (London)	27
113	108	OTIS REDDING/JIMI HENDRIX EXPERIENCE Reprise MS 2029	17
114	113	MERLE HAGGARD & THE STRANGERS Fightin' Side of Me Capitol ST 451	25
115	118	BUTCH CASSIDY AND THE SUNDANCE KID Burt Bacharach/Soundtrack A&M SP 4227	59
116	133	HEINTJE Mama MGM SE 4739	6
117	116	BEST OF THE ARCHIES Kirshner KES 109	7
118	185	SPIRIT Twelve Dreams of Dr. Sardonicus Epic E 30267 (Columbia)	3
119	130	FOUR TOPS & SUPREMES The Magnificent Seven Motown MS 717	13
120	120	NEIL YOUNG & CRAZY HORSE Everybody Knows This Is Nowhere Reprise RS 6349	62
121	119	FLIP WILSON The Devil Made Me Buy This Dress Little David LD 1000	46
122	121	JACKSON 5 ABC Motown MS 709	32
123	123	MILES DAVIS AT FILLMORE Columbia G 30038	5
124	112	IRON BUTTERFLY Metamorphosis Atco SD 33-339	20
125	127	SCROOGE Soundtrack Columbia S 30258	3
126	128	BLOOD, SWEAT & TEARS Columbia CS 9720	102
127	117	SLY & THE FAMILY STONE Stand Epic BN 26456 (Columbia)	90
128	129	NEIL DIAMOND Greatest Hits Bang 219	13
129	140	BOBBY SHERMAN Here Comes Bobby Metromedia MD 1028	40
130	139	JIM NABORS Everything Is Beautiful Columbia C 30129	19
131	132	GRAND FUNK RAILROAD Grand Funk Capitol SKAO 406	50
132	125	TAMMY WYNETTE The First Lady Epic E 30213 (Columbia)	11
133	—	LYNN ANDERSON Rose Garden Columbia C 30411	1
134	134	TOM RUSH Wrong End of the Rainbow Columbia C 30402	3
135	135	JETHRO TULL Benefit Reprise RS 6400	36
136	138	CROSBY/STILLS/NASH Atlantic SD 8229	81
137	136	BEATLES Abbey Road Apple SO 383	65

THIS WEEK	LAST WEEK	ARTIST	Weeks on Chart
		Title, Label, Number (Distributing Label)	
138	157	JAZZ CRUSADERS Old Socks, New Shoes . . . New Socks, Old Shoes Chisa CS 804 (Motown)	5
139	144	PETER, PAUL & MARY 10 Years Together Warner Bros. BS 2552	30
140	143	RAY CONNIFF We've Only Just Begun Columbia C 30410	3
141	141	RAY STEVENS Unreal! Barnaby Z 30092 (Columbia)	5
142	142	BREAD On the Waters Elektra EKS 74076	23
143	131	CHARLEY PRIDE Best of RCA Victor LSP 4223	63
144	146	JOHNNIE TAYLOR Greatest Hits Stax STS 2032	4
145	145	ERIC CLAPTON Atco SD 33-329	25
146	97	BAND Stage Fright Capitol ST 425	19
147	147	REDEYE Games Pentagram PE 10003 (Viva-MCA)	5
148	155	GUESS WHO American Woman RCA Victor LSP 4266	48
149	91	FLEETWOOD MAC Kiln House Reprise RS 6408	11
150	152	IRON BUTTERFLY In-A-Gadda-Da-Vida Atco SD 33-250	130
151	151	100 PROOF AGED IN SOUL Somebody's Been Sleeping Hot Wax HA 704 (Buddah)	5
152	153	CHRISTIE Yellow River Epic E 30403 (Columbia)	5
153	181	BOOKER T. & THE MGs Greatest Hits Stax STS 2033	7
154	148	GARY PUCKETT & THE UNION GAP Greatest Hits Columbia CS 1042	27
155	166	THREE DOG NIGHT Was Captured Live at the Forum Dunhill DS 50068	59
156	161	HENRY MANCINI Mancini Country RCA Victor LSP 4307	4
157	189	SMOKEY ROBINSON & THE MIRACLES Tears of a Clown Tamla TS 276 (Motown)	3
158	156	MERLE HAGGARD & THE STRANGERS Okie From Muskogee Capitol ST 384	45
159	154	HAIR Original Cast RCA Victor LOC 1150 (M); LSO 1150 (S)	128
160	169	MOODY BLUES On the Threshold of a Dream Deram DES 18025 (London)	84
161	165	JOHNNY CASH World of Columbia CP 29	32
162	159	ISAAC HAYES Hot Buttered Soul Enterprise ENS 1001 (Stax/Volt)	79
163	100	CANNED HEAT Future Blues Liberty LST 11002	18
164	—	SERGIO MENDES & BRASIL '66 Stillness A&M SP 4284	1
165	168	LAWRENCE WELK Candida Ranwood RLP 8083	4
166	149	QUICKSILVER MESSENGER SERVICE Just for Love Capitol SKAO 498	21
167	124	YOUNGBLOODS Rock Festival Warner Bros./Raccoon WS 1878	11
168	150	ELVIS PRESLEY Elvis' Worldwide 50 Gold Award Hits, Vol. 1 RCA Victor LPM 6401	21
169	160	SKY RCA Victor LSP 4457	4

THIS WEEK	LAST WEEK	ARTIST	Weeks on Chart
		Title, Label, Number (Distributing Label)	
170	175	IKE & TINA TURNER Workin' Together Liberty LST 7650	6
171	173	MICHAEL NESMITH & THE FIRST NATIONAL BAND Loose Salute RCA Victor LSP 4415	2
172	—	RICHIE HAVENS Alarm Clock Stormy Forest SFS 6005 (MGM)	1
173	137	WILSON PICKETT In Philadelphia Atlantic SD 8276	15
174	—	BOOTS RANDOLPH Boots With Brass Monument MLP 18147	1
175	126	CHAIRMEN OF THE BOARD In Session Invictus SKAO 7304 (Capitol)	7
176	171	FRIJID PINK Defrosted Parrot PAS 71041 (London)	11
177	170	DANNY DAVIS & THE NASHVILLE BRASS Down Homers RCA Victor LSP 4424	11
178	186	EASY RIDER Soundtrack Dunhill DXS 50063 (Tapes: Reprise BRM 2026)	71
179	163	DIANA ROSS Motown MS 711	27
180	177	FRANK ZAPPA Chunga's Revenge Bizarre/Reprise MS 2030	8
181	162	DEEP PURPLE In Rock Warner Bros. WS 1877	18
182	164	RINGO STARR Beaucoups of Blues Apple SMAS 3368	13
183	176	I WALK THE LINE Soundtrack/Johnny Cash Columbia S 30397	5
184	174	MYSTIC MOODS ORCHESTRA English Muffins Philips PHS 600-247 (Mercury)	7
185	199	CREEDENCE CLEARWATER REVIVAL Green River Fantasy 8393	70
186	—	REDBONE Potlatch Epic E 30109 (Columbia)	2
187	191	DIONNE WARWICK I'll Never Fall in Love Again Scepter SPS 581	37
188	197	THE LAST POETS Douglas 3 (PIP)	30
189	180	CREEDENCE CLEARWATER REVIVAL Willy & the Poor Boys Fantasy 8397	57
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196	—	ANTONIO CARLOS JOBIM Stone Flower CTI 6002	1
197	—	AL MARTINO My Heart Sings Capitol ST 497	5
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In-Depth Store Hot as Rock Falls UA Music to Set Up a Label

• *Continued from page 1*

music are almost even with 8-track sales," Seaman said. The cassettes and 8-track are displayed along 27 feet of wall space behind glass. Record Hunter III will soon begin merchandising budget cartridges from boxes on the floor, readily open to the consumer.

Catalog Product

Some 500 step-down racks in the new store feature catalog product ranging from classical music to jazz and rock to folk, international product, and original cast and soundtrack albums. "Classical albums continue to hold strong," Seaman

said. "When rock sales go up, classical sales look low in comparison. But when rock sales go down, classical sales look good. We run a good volume of classical sales in all our stores."

He pointed out that Record Hunter does discount sometimes as much as 40 percent on rock product. "We have to be competitive. But we're unique in that we're one of the few full-line operations in New York." The new store even stocks the 125 leading singles according to the Billboard 100 Chart, plus the top-selling 16 soul singles as per the playlist of soul-formatted WWRL in New York.

Three Dog Night Growls at Dunhill; Sues for \$400,000

SANTA MONICA, Calif.—Claiming that Dunhill Records has refused to pay them more than \$400,000 in royalties during the past six months and has "humiliated" them by "callously

and repeatedly" criticizing them for the length of time spent in recording sessions, the Three Dog Night has filed suit to break their contract here in Superior Court. The lawsuit brought by Danny Hutton, Cory J. Wells, and Charles Negron of the group also charges that they've been underpaid some \$200,000 in royalties and that Dunhill deducted costs and expenses in regards to manufacturing and sales which were not incurred.

The Three Dog Night signed with Dunhill in April 1968. The lawsuit also charges Jay Lasker of Dunhill with threatening the group with releasing records of inferior and unfinished quality if they did not rush through their recording sessions and pressuring the group to discharge their producer in the middle of their last album.

UA Music Renewal

• *Continued from page 6*

of their agreement, the Big 3 handled such United Artists Music Group's songs and scores as the Academy Award winning "Windmills of Your Mind," "Midnight Cowboy," "What Are You Doing the Rest of Your Life," "Oh! Calcutta!" and the score from "Hair."

The renewal agreement was worked out by Mike Stewart, president of the United Artists Music Group, and Murray Deutch, executive vice president and general manager of the UA Music Group, with the Big 3's vice president and general manager Allen Stanton, and Herman Steiger, director of publications for the Big 3.

ABC-Dunhill Top Yr.

• *Continued from page 3*

tising through youth-oriented programs.

During the past year, ABC-Dunhill has placed promotion men in New York, Washington, Los Angeles, Philadelphia, Boston, Detroit, Cleveland, Dallas, Houston, Denver, San Francisco, Seattle and Chicago.

Specials are promoted in-store by a musician's stand that features a sign "Playing Now" and the album jacket of the LP being played on the store's sound system.

Last week the special feature was "Piano Rags by Scott Joplin" on Nonesuch featuring Joshua Rifkin. Seaman said, because of the unique exposure (the musician's stand is near the doorway and the cashier's counter), the LP was selling quite well. A front-of-store rack holds other rock product on sale.

The new store was unveiled to the public in a special two-page cooperative advertisement in the Sunday (3) New York Times with Capitol Records; one page featured classical product, the other pop.

• *Continued from page 1*

ing Records as soon as the copyright title is cleared, will be headed by Mike Stewart, president of the United Artists Music Group, and Murray Deutch, the Music Group's vice president and general manager. The publishing firm's move into its own record company's board of directors, and the new line, will be distributed by United Artists Records. It will make its debut later this month.

According to Deutch, all members of the Music Group's professional department will be active in the operation of the new record company. The formation of the record company and the doubling up of professional men as recording men, said Deutch, are part of an over-all plan to reshape the op-

erational procedure of a music publishing firm. "A publisher has to find new directions for his music in order to exist," he said. "So no matter whether he's a larger publisher or small publisher he needs a disk outlet to exploit his material. And since the new music is bringing in so many self-contained artists, those who write, produce and record their own material, a publisher has to have the advantage of his own label."

Deutch indicated that he's going to build the publishing firm and the new label's activity by signing groups as writers or artists as writers. In addition, he plans to acquire songs written by producers so he'll have the double-barreled impact of publishing and recording.

"The new label," Deutch added, "will virtually eliminate the problem of demonstration records. Heretofore, we've had to make demos that cost between \$400 and \$700 and then have to peddle them to a record company. Now, we'll be making masters and not demos and releasing them on our label."

Deutch pointed out that the only time he will sign a writer with no built-in performing or production tie is in the areas of shows or film scores. "In those cases," he said, "the emphasis will be on the property rather than the song." Such deals have been made for the Music Group with show writers like Carolyn Leigh and Lionel Bart.

First World Meet of Mgrs Set for IMIC

• *Continued from page 1*

ing more and more the importance of a good personal manager in any record contract. "In the past, record companies have often shelled out large advances to a group only to find that when the product came out there was no longer a group. . . they'd split up and the members had formed other groups and there was a terrible confusion about who had a right to what.

"In the old days, some personal managers were merely gofers, whether they were going for coffee or for grass, but they were not equipped to manage a group. There was no one to

explain to a group that if they were going to record a session, they have to do it with some common sense and not just live in a studio. Some groups have had hits but ate up all their royalties because of extravagant studio charges. Record companies have found that a strong personal manager is their link with a group. . . someone they can talk to about tours, promotion, recording and who can relay this to a group."

Several major personal managers will be on hand at IMIC, Purcell said, to start the ball rolling for setting up the Conference of Personal Managers Europe.

Creedence, Jackson 5 Champs

• *Continued from page 1*

James Brown (seven), 1.175; Beatles (three), 1.14; Crosby, Stills, Nash & Young (four), 1.05; Motown's Supremes (five), 1.04; Rare Earth Records' Rare Earth (three), one percent; Tamla Records' Stevie Wonder (four), .99; Chicago, .979; Motown's Diana Ross (four), .978; and Tom Jones (four), .970.

Whitfield's Hot 100 lead was scored with 13 disks for 2.66 percent of the year's chart action. Scoring artists he produced,

all for Motown labels, were the Temptations and Edwin Starr on Gordy, Marvin Gaye on Tamla, Gladys Knight & the Pips on Soul, and Rare Earth.

Second spot went to Jeff Barry with 16 titles and 2.01 percent. Artists produced on the whole or in part were Bobby Bloom, the Illusion and Robin McNamara on his Steed label, the Archies on Kirshner, Neil Diamond on Bang, and the Monkees on Colgems.

Rick Hall

Rick Hall's 1.86 percent was scored through 11 titles by Candi Staton on Fame, Bobbie Gentry and Lou Rawls on Capitol and Clarence Carter on Atlantic, while Richard Podolor's 1.62 percent was for eight 45's by Three Dog Night and Steppenwolf on Dunhill, and Iron Butterfly and Blues Image on Atco.

The next two spots went to Motown producers as Frank Wilson had six singles and 1.57 percent with the Supremes and the Four Tops on Motown and David & Jimmy Ruffin on Soul, and the Corporation's three Jackson 5 disks accounted for 1.51 percent.

Completing the first 10 producers in the annual Hot 100 chart survey were Peter Sullivan, 1.49 percent for seven Tom Jones and Engelbert Humperdinck pressings on Parrot; Paul Simon, Arthur Garfunkel and Roy Halee, 1.41 percent for three Simon & Garfunkel disks on Columbia; Burt Bacharach

and Hal David, 1.40 for five Dionne Warwick and B.J. Thomas 45's on Scepter; and Jack Daugherty, 1.35 percent for three Carpenters titles on A&M.

Jobete's Titles

Jobete's 49 titles accounted for 11.2 percent of the chart action, compared to 3.8 percent and 21 titles for second place Screen Gems-Columbia, publishing company of Columbia Pictures International. Gold Forever of Holland-Dozier-Holland hit with 12 titles and 3 percent, nipping the Beatles' Maclen, which had 10 songs and 2.8 percent.

The next six spots were all close as Irving, A&M's arm, had eight singles and 1.6 percent; January of A. Schroeder, nine songs and 1.5; Simon & Garfunkel's Charing Cross, three for 1.4; Fantasy's Jondora arm, four for 1.3; RCA's Dunbar, four for 1.2; and Bacharach's Blue Sea, 12 for 1.1.

Artists scoring 11 through 20 on the Top LP's chart, with number of sets in parentheses, were RCA's Charley Pride (four), 1.3; Temptations (six), 1.26; Jackson 5 (three), 1.22; Enterprise's Isaac Hayes (three), 1.193; Humperdinck (six), 1.189; Rare Earth (two), 1.16; Moody Blues on Deram and Threshold (four), 1.14; Columbia's Santana (two), 1.131; Iron Butterfly (three), 1.128; and Columbia's Blood, Sweat & Tears (three), 1.126. Graphic representations of the survey will follow.

Specialty Distributor

• *Continued from page 1*

the Latin line formerly under the Columbia Records banner. He also represents RCA's Latin line in a nine-state area, and more recently added the Liberty/UA Latino line under a similar arrangement.

Other labels are now approaching Frenkel, who has recently expanded his warehouse facility another 5,200 square feet. Certron Corp., which acquired Capitol's Latino line, recently contacted Frenkel. In all, Frenkel represents 35 different Latin lines, an increase of about 33 percent over the number of lines he handled in 1969. The number of LP titles in various catalogs ranges from 100 to as many as 700 titles.

Frenkel is even hopeful of selling rack jobbers who may handle RCA as a distributor themselves. "After all, I maintain all 700 titles in the RCA Latino line—the rack jobber can use my inventory. We also can pick the right product for any market, and in Latin product, there are many different product classifications."

GWP to Release 6-LP Series

NEW YORK — GWP Records will release a special six-album series, "A Time for Young Lovers." Featuring the London Festival Orchestra, the LP's can be purchased separately or as a unit. An extensive advertising and promotion campaign will be conducted to support the LP's, as well as a 12-city tour by label president Gerard Purcell, who will be visiting radio stations, rackjobbers and record distributors.

Look for the complete

World Calendar of Festivals and Events

in Billboard, January 16

SALLY EATON

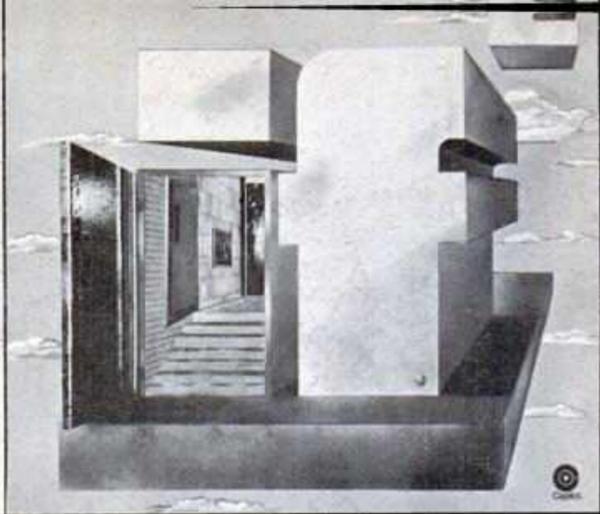
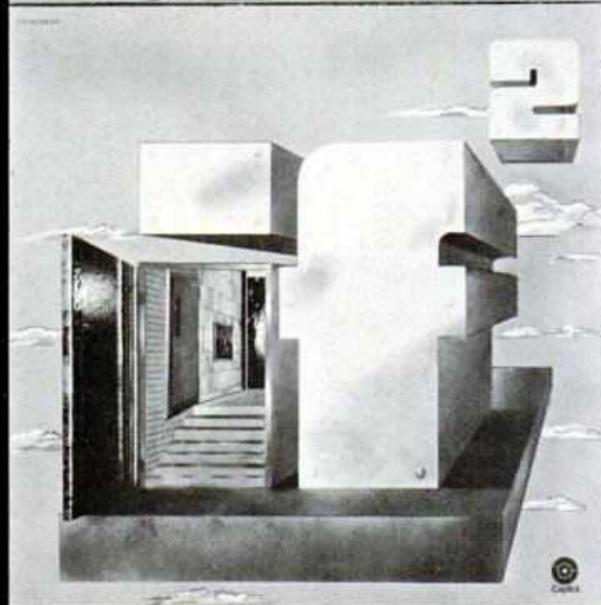
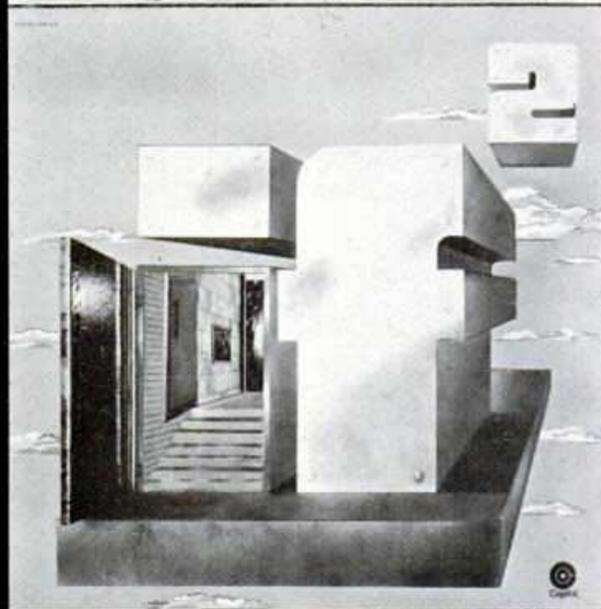
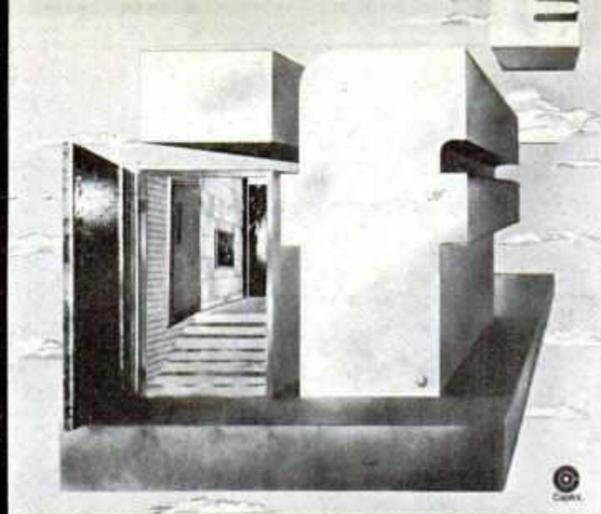
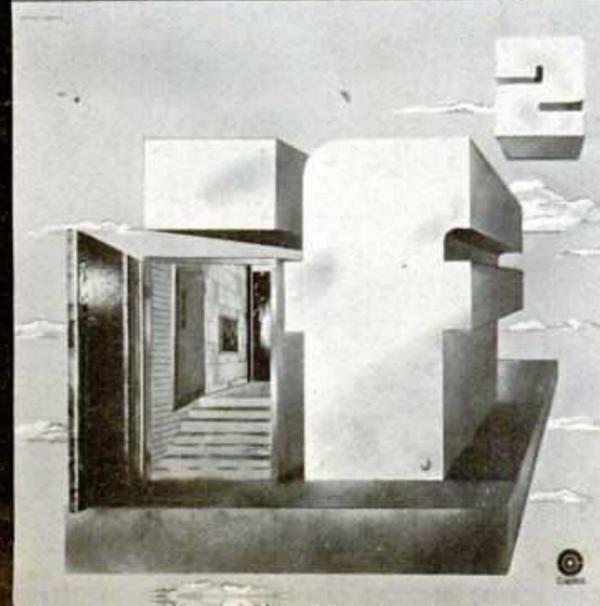
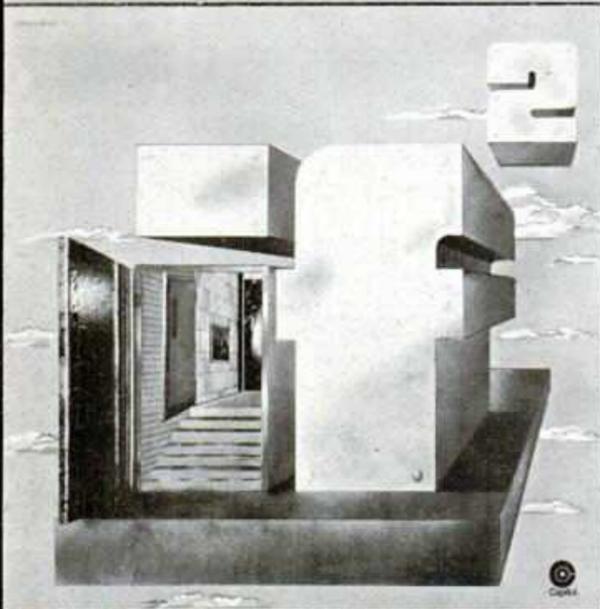
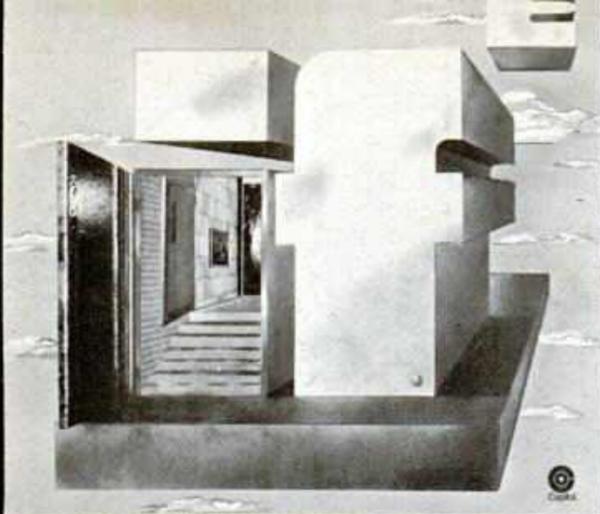


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